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INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FAR.

Vol. XVI

West Chester, Pa., and

No. 1

Cooperatives Must Be Based On Good Economics

By Chris L. Christensen,*
Dean, College of Agriculture,
University of Wisconsin

MANY SUCCESSFUL business organizations—whether private, corporate, or cooperative in type—have started from small beginnings.

"Learning by doing," is a sound educational process, worthy of adoption in the operation of cooperative as well as corporate enterprises. No farmers' cooperative movement is likely to be successful permanently or to reach large proportions unless it builds on experience. There is nothing mysterious or mystical about cooperation; instead it must be established and operated upon sound bases and business principles.

Neither the individual farmer nor his leaders can or have any right to assume that cooperation is a cure-all for all the ills of farming. It is idle to think for one moment that the cooperative organization can at once accomplish its rightful purpose and at the same time overcome such disasters as partial shut downs of industry, large unemployment with resulting reduced pay-rolls and buying power on the part of the urban population, and tariffs and trade barriers in one form or another which obstruct foreign trade, all of which have a tremendous influence upon farm income.

John Barton, of the International Folk School of Denmark, in addressing a group at the University of Wisconsin last December, sensed both the possibilities and the limitations of cooperative organization in this significant statement: "Unless cooperation is good economics, it won't last long. It must be a

(*Prepared from an address delivered at the annual meeting of the Chicago Producers Commission Association.)

superior way of doing business for the individual and for the whole community as well."

This, I believe, is a very realistic appraisal of the farmers' cooperative movement. Farmers are not likely to stick together for the mere sake of organization. Farmers work together in their cooperative associations for the same reasons that business men unite—namely that it is to their individual advantage to pool their efforts in the management of the affairs of distribution and price negotiations in the markets.

Must Serve Economic Need

The first principle in a successful cooperative enterprise is that the association must meet some specific "economic need." The livestock producers and their local shipping associations in 1922 saw the need of developing their own marketing agency on the Chicago market to provide an efficient and economical marketing service.

The membership of this organization recognized, as many of us have felt, that after farmers have gone to the trouble and expense of producing farm products, they have a greater interest in the marketing of these products than anyone else. It is the farmer who has made the

"Co-operation"

A terribly misused and abused word! Co-operation doesn't mean just men working together. Co-operation has a deeper meaning than just that. Co-operation means working with and taking advantage of changing times and changing conditions—working with and not against these changes.

It is necessary to co-operate with FORCES, as well as with men, to succeed today.

To illustrate: A swimmer dives into the surf—he is caught in a riptide. Does he fight it and struggle against it? No, not if he is smart. He works with it as it carries him toward safe water. The word "Co-operation" as commonly used today has deteriorated until it has in most minds a very shallow meaning. Study the word; its meaning has great value to the mind that can THINK and then APPLY what it has learned from thoughtful study.—

CALIFORNIA MILK NEWS.

original investment in land, buildings, equipment, livestock and labor and having more at stake he certainly should be more interested than anyone else in seeing that the product is efficiently assembled, processed, and distributed to users and consumers. Just so, the livestock man is justified in perfecting cooperative business organizations, such as you have done here through your own organization, for the purpose of negotiating the sale of livestock in the markets.

Must Be Ably Managed

Being the stock holders and owners of the business, the responsibility for management in a cooperative association begins with the members of the organization. It is the members who select the directors of the association. In electing directors, qualified to direct the affairs of a cooperative business association, the members of the organization meet not only a great responsibility, but an obligation to their group enterprise.

Members of cooperative associations who complain about their directors and manager have too often failed to perform intelligently their first and most important duty.

(Please turn to page 14)

Support These Measures

THE CONGRESSIONAL and Legislative machines now have many bills piled up for their consideration. Of those which affect our interests as milk producers some should be enacted into law. Others must be killed, or drastically amended. Those which we can endorse are listed herewith with a brief discussion of each.

Goldsborough Amendment

This amendment to the National Administration's banking and currency bill would make it mandatory for the Federal Reserve Board to restore the purchasing power of the dollar to its 1921-29 level, and to keep this purchasing power stable in its relation to a suitable index of basic commodities. This amendment has been approved by the American Farm Bureau Federation, National Grange, National Cooperative Council, National Cooperative Milk Producers' Federation, Farmers National Grain Corporation and Committee for the Nation.

Write your Congressman at the House Office Building, Washington, and urge the passage of the Goldsborough amendment.

Pennsylvania H. 2393

This bill will bring Pennsylvania State law referring to milk testing up-to-date, amending the 1925 law with later amendments. It specifies that every step of sampling and testing milk by the Babcock test must be done so as to insure accurate tests and sets penalties for violations. It also requires buyers of milk from producers to notify promptly each producer individually as to his test for each period.

Request your Representative and your Senator at Harrisburg to support this measure designed for your protection.

A.A.A. Amendments—H. R. 7088

The Agricultural Adjustment Act needs these amendments so as to make more effective our governmental efforts at restoring farm purchasing power. These amendments would clarify certain points in the original act and would give the Agricultural Adjustment Administration the needed power to control by licensing the marketing of a commodity whenever two-thirds of the affected producers would approve such a control program. Also that such control would be abandoned whenever a majority of producers affected would request it.

It would permit a processing tax on milk and its products for the purpose of disposing of surplus dairy products or for expanding

markets. It would provide for using up to 30 percent of tariffs collected for expanding foreign markets, purchase of marginal lands, and on reduction programs.

This bill would direct the A. A. A. to give recognition and encouragement to agricultural cooperatives.

Write your Congressman and U. S. Senators demanding that they support this bill.

Awaiting Signature

The New Jersey legislature continues its milk control board according to a bill now awaiting Governor Hoffman's signature. The board, according to this bill, will have five members to be appointed by the Governor and who will serve on a \$10.00 per diem and expenses basis.

Another change provides that the board be financed by the industry, license fees of \$1.00 to \$800.00 from milk dealers being specified.

The business and policies of dairy cooperatives are approved and recognition given the right to blend prices to members of cooperatives.

Passed—

Maryland Control Bill

The Maryland legislature passed a bill providing for a three-man Milk Control Commission to be appointed by the Governor from nominees specified by the State Board of Agriculture. Salaries will be fixed by that board and additional personnel as needed will be employed by the commission.

The commission will act as mediator or arbitrator in any marketing area, as defined by it, in which a substantial proportion of producers, distributors or consumers request such supervision and only in such areas. It may authorize the establishment of advisory boards of producers and distributors in any market, members of such boards to serve without compensation. In determining reasonableness of prices the commission is to be guided by cost of production considering, among other factors, compliance with sanitary regulations.

All dealers shall be licensed in any market in which application for control is made and producers in such markets shall hold permits. A fee of one cent on each 100 pounds of milk bought from producers and handled by dealers in such areas will be collected and used to defray the expenses of the commission. The check-off shall be collected and paid to the commission by the dealers but producers will

bear one half the amount. Producer-distributors will pay the full cent to the commission. The law specifically provides that the commission shall not spend any money beyond its income through license fees supported by the check-off.

Maryland producers who sell milk outside the state will not be brought under the commission unless those producers handling at least 65 percent of the milk going to any one market request it.

Milk produced outside the state sold in a Maryland market under commission control shall be considered subject to commission orders when it comes to rest in Maryland.

Bargaining by two or more distributors with producers, either organized in an association or not, shall be considered lawful with the commission given power to approve, modify or reject such selling plans or price schedules as may be agreed upon in this bargaining.

The act is declared an emergency measure to expire on June 1, 1937.

Milk Testing Law

Also passed was a milk testing law in Maryland, specifying certain regulations in taking samples of milk for the Babcock test and for applying that test. It provides for licensing at a small fee all who sample or test milk as a basis of payment to producers. Penalties are provided for the tester and plant manager in cases of violation and all composite samples must be kept a certain period to permit a check test. Producers must be notified promptly of their test for each testing period.

Delaware passed a similar law with similar provisions.

Price and Store Sale

"The sale of milk through stores is largely dominated by price," says H. W. Mumford, Jr., of the New York state college of agriculture.

"More milk is sold when the price goes down, and less milk is sold when the price goes up," he points out.

"While one-cent changes in price had little effect, larger changes had a very marked effect upon sales.

"Both rises and falls in price brought about less than proportional changes in the volume sold. A one-third drop in price from nine to six cents a quart resulted in less than one-fifth increase in sales, while a two-thirds increase in price resulted in only a one-seventh drop in sales.

"Since greatly increased sales of milk through stores seem to depend on sharply lowered retail prices, retail stores in upstate cities do not appear to be an outlet for milk worthy of extended effort by New York dairymen."

Defeat These Measures

SOME LEGISLATION now being considered would injure agriculture, especially dairy interests. Certain of these bills appear designed especially for that purpose, others if enacted into law, would help us by injuring us.

Trucking Regulation, S. 1629

This bill known as the Eastman bill, S. 1629, now before the House Representatives has passed the S. Senate. It places all motor trucks, both common and contract carriers under jurisdiction of the Interstate Commerce Commission. Should this bill pass it would mean that all rates would be uniform set by that Commission, that rates could not be changed except with the Commission's approval and that routes could not be changed without such approval. Undoubtedly, costs of hauling milk would increase as would the cost of all other hauling from farm to market. Reduced charges and hauling efficiencies already obtained would be in danger of nullification. Efforts now under way to reduce hauling costs would be wasted. Attempts to produce efficiencies such as lower rates, rerouting trucks, combining loads, etc., would require Commission approval before becoming effective and while being considered, perhaps for months, the farmers would be the bills.

Write your Congressman, House Office Building, Washington, and demand of him that he vote against the Eastman bill, S. 1629.

Inspection Bill H. 178

This bill, as now drawn up, is not acceptable. It specifies a clumsy, expensive and impractical method of taking samples for bacteria tests of a milk.

The Wagner Bill

This is a labor bill before United States Congress which would simplify the unionization of all industry, large and small, and would benefit only a minority labor group. Should industries handling the products of agriculture be unionized costs would be advanced and that extra expense would come out of either the consumer or the farmer.

With an abundance of farm supplies available we have a buyer's market and the farmer would pay.

The farmer would also pay the extra cost of manufactured goods he might buy which would result from the combination of a restricted production program and a higher wage scale. He would pay coming and going.

Demand of your U. S. Senators and your Congressman that he vote against the Wagner bill.

Defeated:

A milk control bill introduced in the Delaware legislature was defeated at the close of the session.

The only difference between stepping stones and stumbling blocks is the way you use them.

Some folks need more bone in the back and less in the head.

Date	92-Grade	Philadelphia	New York	Chicago
1	35	34	33	
2	36	35	34	
3	36 1/2	35 1/4	34 1/4	
4	37	36	35 1/4	
5	37 1/2	36 1/2	35	
6	37 1/2	36 1/2	35	
8	39	38	36	
9	39 1/2	38 1/2	37	
10	39 1/2	38 1/2	36 1/2	
11	37 1/4	36 1/4	35 1/4	
12	38	37	35	
13	38	37	34	
15	36	35	34	
16	36	35	33	
17	34	33	31 1/2	
18	34 1/2	34 1/4	31 1/4	
19	34 1/4	33 1/4	31 1/4	
20	35	34	31 1/2	
22	34 1/4	33 1/4	31 1/2	
24	33 1/2	32 1/2	31 1/2	
25	33 1/2	32 1/2	31 1/4	
26	32 1/2	31 1/2	30 1/4	
27	31 1/2	30 1/2	29 1/4	
29	30 1/4	29 1/2	29 1/4	
30	30 1/4	29 1/4	29 1/4	
Average	35.47	34.48	32.81	
March, '35	32.68	31.68	30.78	
April, '34	24.66	23.66	22.4	

Philadelphia On Parade

"PHILADELPHIA on Parade," the Little World's Fair that will show what Philadelphia has done, is doing, and expects to do, opens in the Commercial Museum and Convention Hall on Thursday, May 9.

Pageantry, entertainment, exhibitions of art and the sciences, together with the most comprehensive and interesting display of medical progress Philadelphia ever has attempted; panoramic presentations of all the thousand and one kinds of business and industry that have marked Philadelphia as "The Workshop of the World"—all these are included in the program of "Philadelphia on Parade."

An aviation exhibit, with a display of all types of planes and equipment and with a corps of Philadelphia society girls who have won flying licenses acting as hostesses and guides, is one of the features to be seen.

Another unusual feature is the exhibition of paintings being arranged by the Pennsylvania Academy of the Fine Arts. In all 125 pictures will be hung around the walls of the Convention Hall auditorium.

Especially arranged is the big dramatic re-enactment "Making of the Constitution" on the stage of Convention Hall on the evening of May 8, immediately prior to the official opening day. Sponsored by the Philadelphia Bar Association, "Making of the Constitution" numbers among its cast such notable Philadelphians as former U. S. Senator George Wharton Pepper in the character of George Washington and Franklin Spencer Edmonds as Benjamin Franklin.

"Miracles of Service," a "Festival of Nations," "Faith Through the Ages," "The Court of Fashions,"

"Women's Civic Day" and "Young America Day" are but a few of the many additional features.

The number of business firms and other organizations that will be represented in the business part of "Philadelphia on Parade" now numbers well over 100, according to a recent report of William H. Eisenman, managing director.

The dairy interests will be represented at "Philadelphia on Parade" with an extensive display being prepared by the Philadelphia Interstate Dairy Council. This exhibit is 36 feet long and 10 feet in depth, portraying the movement of milk from the farm to the consumers door step in the city.

The display contains action, being known technically, as "Motionad," and is worked out to minute detail. The farm is shown with an up-to-date barn from which the milk is hauled on farm trucks to the receiving station where it is cooled and prepared for the long distance haul to the city plant by tank truck and milk train.

Miniatures of this transportation equipment are shown in action. The miniature city milk plant is cut out so as to furnish a setting for moving pictures showing every step in the handling of milk in supplying retail trade.

Milk wagons move from the city milk plant to homes.

Tickets to "Philadelphia on Parade" can be obtained from the Dairy Council office, 219 N. Broad Street, either by mail or calling in person. These tickets will obtain admission at greatly reduced rates.

The only safe way to destroy your enemy is to make him your friend.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
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Milk !!! The Food For All Ages

Penn State Cooperates In Surplus Milk Study

A study of the surplus milk situation in the northeastern markets is being conducted by the agricultural economics department of the Pennsylvania State College in cooperation with the Farm Credit Administration and Cornell University.

In Pennsylvania the field work is being done in the Philadelphia and New York milk areas within the state.

It is the purpose of this joint project to supply needed information in order that regional and cooperative programs can be conducted. Information pertaining to the location, the amount of milk handled, the ultimate use, and the places of shipment is being obtained from all receiving stations.

Additional information is being gathered to determine the amount of cream coming from western states. Particular attention is paid to what might be done to organize a cream market so that local farmers may get higher prices for Class II milk. Buyers' demands and preferences are receiving consideration.

•

Ten Percent More Farms

Preliminary reports of the 1935 farm census taken in January reveal an increase of about 10 percent in number of farms in this country. The county showing a decrease in number of farms is exceptional.

It is doubtful that this will be of any great consequence to agriculture. We must remember that any plot of ground of 3 acres or more

under the management of one person and used for agricultural purposes is called a farm, and also any smaller plot from which \$250 or more of farm produce is sold.

Many "subsistence" homes will be classed as farms but will contribute practically nothing to agricultural output. A small home and three acres of ground taken from the corner of a farm made two farms according to the census. We can expect most occupants of such homes to return to the city when they can again find work there. A few may continue to make such "farms" their homes and work in town.

There is small chance that many of these half million new "farmers" and their families will offer serious competition to our established farmers.

•

The Small Producer

Much concern is felt in some quarters as to the future of the small producer who supplies a fluid milk market. The tendency is toward fewer herds supplying city markets and a higher average production per herd.

Perhaps no one factor has worked against the small producer more than inspection standards. Barns must meet certain requirements, the milk house must be of a certain general type, cooling equipment must be provided, drainage and building specifications must come up to par. All these rules apply whether the producer has five cows or fifteen—or fifty.

The milk house that is big enough for a five-cow herd is big enough for a fifteen-cow herd and about half big enough for a fifty-cow herd. The cooler that handles the milk from fifteen cows may be no larger or only one size larger than the one for five cows.

The cost of draining the yard and of seeing that buildings are built to meet light, flooring, and other requirements is not much different for the five and the fifteen cow herd.

The same utensils, except for a few extra cans, will take care of the milk from fifteen cows as well as from five cows.

In almost every equipment expense item the owner of the medium or large herd has a lower average cost per cow than the owner of the small herd. Likewise his expense on each hundred pounds of milk is lower. He finds himself justified in more cases, as compared to the small producer, in going to the expense of meeting these requirements.

The result has followed that, as inspection standards are made more strict, more of the small producers

find it impractical to meet the market. This leaves the market to large producers.

The small producer then ships another dealer in the same market who is less strict, to some extent, on the market which is less strict, or to a manufacturing outlet. A few quit milk production.

There are other factors reacting against the small producer, factors less significant than those enumerated, such as the greater cost, on a basis of 100 pounds, to collect a truck load of milk and the cost of records of shipments, etc., which affect the individual producer remotely.

There is a sharp variation in production per 100 pounds of milk on these items between small and medium herds. These differences are less pronounced between medium and large herds.

Efficiency and low cost of production will determine who will supply fluid milk for our market and in this the medium and large herds have some advantage—many small herd owners will continue to hold their own.

•

Films for Future Farmers

Future farmers clubs, 4-H clubs and similar groups of farm youth people are studying important fundamental problems which are agriculture today. Those members from dairy farms are especially interested in subjects which will help them do a better job of dairying.

Available to them for use at meetings are film strips which show the most frequent causes of quality milk and the types of material contamination as revealed by use of a microscope. Normal milk what it looks like under the microscope and factors which aid in production, are also shown.

Additional film strips outline essentials of sound milk marketing plans, the fundamentals of agricultural cooperation and other subjects of interest to progressive and groups of farm young folks.

Speakers can be furnished or trained for club meetings, either Future Farmer or 4-H clubs. In addition, moving picture films on appropriate subjects can be obtained or such requests referred to the person who can supply films of this nature. Club leaders or club officers can secure such services and help their meetings by writing the Inter-State Milk Producers' Association, 219 North Broad St., Philadelphia. Similar material of interest to adult groups of farm folks is available.

MILK PRODUCERS REVIEW

May, 1935

Class I Percentages

With one exception all dealers who reported their percentage of basics purchased in each class showed a higher percentage of Class I milk in March than in February. This was due to the longer month, the three extra days increasing their total sales of fluid milk, bringing total sales somewhat closer to total of all basics. Production increased for the month, not only because of the three extra days but also showing a slight increase per day.

The weighted average price, f.o.b. Philadelphia, showed a slight drop in March. The February average, based on all available figures, was \$2.442 for 3.5 percent milk while in March it was \$2.385. Weighted average prices in the 91-100 mile zone were \$1.998 in February and \$1.948 in March.

Basic Utilization Percentages March, 1935

Name	Class I	Class II	Class III	Class "A"
Abbotts Dairies	86	3	Bal.	86*
Baldwin	92	8	Bal.	86*
Clover Dairy	80	14	Bal.	
Farm's Dairies	90	Bal.		
Delchester Farms	81	12	Bal.	
Harbison Dairies	90	30	Bal.	
Martin Century	86	Bal.		90*
Scott-Powell	88		Bal.	69*
Supplee-Willis-Jones	78	20	Bal.	76*

* "A" bonus on percentage of Class I. † "A" bonus on percentage of basics.

Jersey Prices Kept Up

Milk prices at Camden and nearby points in Southern New Jersey were reduced one cent on both A and B grades early in April. This reduction was made by several of the larger milk companies following the lead of the Supplee-Willis-Jones Company which protested a New Jersey Milk Control Board order permitting stores to sell at 11 cents for B milk and 14 cents for A milk. These prices were met by the dealers in spite of the 12 cent B price and 15 cent A price which the control board order specified for retail delivery.

Several legal sparring matches ensued with injunctions and counter actions until the courts upheld the control board order, thus compelling the dealers to charge the higher prices.

The dealers contended that the order was discriminatory and the impression was given that not only was advantage taken of the lower store price by cash-and-carry stores but by stores which deliver and charge. The point was raised also that there was no justification for higher retail prices in those markets than prevail in Philadelphia where B milk is 11 cents and A milk 14 cents a quart.

A control board hearing developed that most of the small dealer sentiment and much of the farmer senti-

ment favored the higher prices. There was talk about a disrupted market if the price was not restored and a chain store representative's statement was interpreted to mean that those stores were determined to undersell retail delivered prices regardless of how low such prices might go.

Stanley Reed Promoted

The Solicitor General of the United States ranks next to the Attorney General in legal prestige and his influence is felt even more in cases argued before the Supreme Court. Farm cooperatives are pleased to know that Stanley Reed, a friend of the cooperative movement, now occupies that influential position.

From service as counsel for several Kentucky cooperatives Mr. Reed advanced to counsel for the Federal Farm Board, then to counsel for the Reconstruction Finance Corporation, and to his present position.

Butter Price Fluctuations

A. H. Lauterbach, chief of the dairy division of A. A. A., calls attention to the abnormal fluctuations in butter prices during the last six weeks. At least eight times during April there have been fluctuations from one day to the next of one cent or more. Two other such fluctuations occurred during the last ten days of March. Of the ten one-cent fluctuations four were upward and six downward with some gradual upward trends between some of the sharp drops. During the 26 trading days in April fluctuations from the previous day's price occurred on 20 days.

These fluctuations are considered by Mr. Lauterbach to be unwarranted and unduly disturbing to the market. Among proposals to correct such fluctuations are establishing a "committee market," a weekly price change, offering a minimum number of tubs before establishing a price change, and a stabilizing program by cooperative organizations.

Continue Bang's Program

Additional funds have been made available for the Bang's disease eradication program, permitting indemnity payments and providing funds for retesting herds. This emergency fund of \$8,500,000 was set aside for this purpose by the A. A. A.

More than 415,000 tests were made in February, 26,587 herds being tested. Minnesota, Wisconsin, Ohio and Oregon led in the number of herds tested.

Since July 1, 1934, when this testing program started, 99,668 herds with 1,736,629 cattle have been tested. Infection was found in 44,084 herds which contained over a million cattle. The number of infected cattle is not reported. Nearly a million cattle were on the waiting list on March 1.

Pennsylvania had 4,949 herds with 85,510 cattle under supervision on March 1. Maryland 408 herds with 8276 cattle, Delaware 147 herds with 3150 cattle and New Jersey 105 herds with 5207 cattle.

To Honor Byrd

Admiral Richard E. Byrd will be presented with a gold medal for outstanding service to the dairy industry at the annual meeting of the American Guernsey Cattle Club at New York City on May 15.

Admiral Byrd's Antarctic expedition left on October 19, 1933 carrying three Guernsey cows. It will return about May 5. These cows were taken on the expedition to supply fresh milk to members of the staff and crew. Two of the cows and a bull calf, now 16 months old and born in the Antarctic, are returning.

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

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It is generally conceded that milk should be cooled to about 50 degrees within two hours after milking. Well water seldom is this cold and few springs are satisfactory from the temperature standpoint. Whether ice or mechanical refrigeration is used depends on local prices of ice and electric current and whether money is available for the purchase of a mechanical unit.

DAIRYMEN considering the construction or purchase of a milk cooling unit have a lot of questions to answer before making a decision. Among them are—what sort of outfit do I need,—can I cool with water or must I use ice or a mechanical unit—can I build my own cooling tank or is it better or cheaper to buy—what are the pitfalls in home construction—what must I look for in the commercial cabinet?

Your own market requirements stipulate the degree of cooling.

It takes 23 pounds of ice to cool a forty quart can of milk to 50 degrees. This does not include the ice necessary to offset tank radiation losses. From one to two kilowatt hours of current are required to cool a forty quart can of milk to 50 degrees. The average is nearer one. These figures include normal tank radiation losses.

Mechanical refrigeration has the advantage that temperatures are positive and controllable, the icing job is eliminated, the tank is always cold, ready for use, and in many cases the total cost for operation and maintenance is less than for ice.

Immersion Cooler Preferred

For those wholesaling milk the immersion tank or wet cooling method is generally preferred. If one must cool the morning's milk in less than the 60 to 90 minutes that normal cooling requires, it can be run over a surface cooler, the upper half of which may be cooled with well water and the lower half with water circulated from the milk storage tank. Retail dairymen or others having a bottle handling problem will probably find a dry storage most convenient. With this however, surface cooling of the milk is mandatory since air is a poor conductor of heat and warm cans of milk set in a dry cold room or box will cool too slowly to inhibit bacterial growth.

The first question in the minds of those intending to use a wet storage tank is whether to buy or to make it themselves. This rather depends on one's ability and skill in concrete work and carpentry; on whether construction materials are cheaply

available, and on spare time. Home-built units may be set into the floor so as to facilitate handling of cans. Purchased tanks too can be set into a lined pit in the floor.

Advantages for Both Types

Home-built tanks of insulated concrete construction are permanent if carefully constructed. They are low in cost if materials and labor are available. A 6-can job will cost about \$100.00, complete with coils. Purchased tanks and cabinets have the advantage of portability. They can be installed anywhere and removed or exchanged for larger or smaller units as the business demands; they are generally built right and come complete without any bother to the dairymen for the fitting of coils, piping, etc.

In constructing a home-built tank the all-important point is to make absolutely sure that the insulating material is thoroughly waterproofed before it is built into the tank. Such a tank is usually made of four inches of concrete outside with a lining of three inches of cork or other insulating material and an inner lining of three inches of concrete. The inner lining may be of metal and the outer of wood although most dairymen prefer to build the all-concrete type. Since the job of successfully applying hot asphalt or hydroline to the insulating material is a difficult one it is suggested that the insulation be purchased already waterproofed at the factory. It is essential that all openings and other cut surfaces be thoroughly coated before installation. Tanks are best set with the edge 12 to 14 inches above the floor level to facilitate lifting cans in and out. The cover should be split and only the front half hinged. A brass coupling at the base of the 1 1/2 inch by 21 inch overflow pipe prevents its rusting tight.

Commercial tanks should, first of all, be large enough for the particular installation. Remember that the capacity of the compressor has little effect on the speed of cooling. The water and ice in the tank do the work. Therefore there must be enough water and ice capacity allowed so that milk will be cooled

to 50 degrees or less without unduly warming the water. With water 38 degrees it will take almost 3 times as much water as the milk to be cooled to reach a final temperature of 50 degrees for both. Therefore a six can tank should have total milk and water holding capacity of 285 gallons.

Units in which an ice reservoir is built up on the cooling coils in the tank require less volume since melting of one pound of ice absorbs 144 heat units whereas one pound of water will absorb only one heat unit for each degree it rises in temperature.

Good Insulation First Need

Commercial tanks should be well insulated. Since moisture from the air in the milk room may in time penetrate through the outside of the cabinet it is desirable that the insulation be moisture-proof in construction. The metal lining should be of heavy gauge material. Light weight lining will soon pit and leak and is more subject to mechanical injury.

A generous size overflow pipe is desirable. A cover hinged along the center of the cabinet makes lifting easier. The front edge of the tank should be protected against damage by means of a shield strip or a heavy plate. The cover must fit tightly and should be provided with some sort of gasket to allow for inequalities and possible warping.

Most machines for farm use are air cooled. Water cooled machines are more efficient, in fact operate at approximately one-third of the current but their initial cost is higher.

Home construction of a cooler depends on skill in carpentry and concrete work on cost of materials and on spare time. . . . In choosing a commercial job select one of a well known make, having a satisfactory record of past performance.

an appreciable supply of water needed and there is always danger of freezing. For those without electric service the refrigerator can be operated by a gas engine. This requires manual starting but can be arranged to stop automatically.

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What Type Cooler

W. C. Krueger,

Extension Agricultural Engineer,
New Jersey Agricultural College

MASTITIS—Its Detection and Control

E. C. Dunning, Inter-State Field Representative

MASTITIS, also known scientifically as mammitis and by local names such as garget, caked udder, swollen bag or thick milk, is an inflammation of milk secreting glands. Call it what we may, is one of the greatest sources of financial loss to milk producers, ranking with tuberculosis and abortion as a major dairy cattle disease.

It is a chronic infectious disease of the udder. Most dairy herds have one or more afflicted cows. In its acute form it is readily recognized by the swelling of the udder and the thick, gargety milk obtained. But the far more prevalent chronic form goes on with its destructive work, sometimes for long periods, before the farmer becomes aware of it. It destroys much of the glandular tissue of the udder, replacing it with firm connective tissue. After repeated attacks a cow becomes worthless as a dairy animal.

There are varying degrees of chronic mastitis. A case may be acute in its early stages, then apparently clear up, only to recur again. Or it may show practically no outward evidence, yet cause thick milk for one or two milkings about every month. Such cases are serious mainly because of the great danger of spreading the disease throughout the herd. Mastitis is definitely a contagious disease just as are tuberculosis and abortion.

The direct cause of mastitis is a pus-producing organism, or germ, which thrives in the milk and the cell tissues of infected udders. In some cases the secreting glandular cells are attacked; in other cases the connecting tissue; and in still others the mucous membrane lining the milk ducts. This condition often results in a complete closure of the teat canal and consequent loss of the quarter; or it may cause pealike nodules along the teat canal.

These bacteria break down the milk sugar, causing organic acids. These acids, in turn, cause curdling of the milk. During this action the acidity becomes neutralized, and, in severe cases, the infected milk becomes markedly alkaline.

Means of Infection

Practically all authorities agree that the infection enters the udder by way of the teat canal, thence to the milk cistern and other parts of the udder. One authority believes that many cases of mastitis are the result of infection from retained afterbirth and related troubles. The infection gets to the floor and bedding, thence to the udder and teats, gaining entrance through the milk ducts which are sometimes forced open when the cow is lying down. Here the germs find favorable conditions and rapidly extend throughout the udder.

Many cases of infection can be traced to the hands of milkers, or to using improperly sterilized milk tubes or teat dilators. The milking machine is another means of spread-

ing the disease. Always milk the healthy cows first, whether by hand or machine.

Factors which contribute to this disease, or increase susceptibility to it, are such things as incomplete or irregular milking, bruising or injuring the teats or udder, and chilling by draughts or lying on frozen ground or cold concrete.

Dr. D. H. Udall, of the New York Veterinary College, explains that high protein feeds do not cause mastitis but cows so fed may develop a more active form of the disease, if infected.

Seriousness Not Realized

The destructive effects of mastitis are often far more serious than the average dairyman realizes. Invariably, the udder is left badly damaged. If the entire quarter is not rendered completely useless, the number of milk secreting glands is greatly reduced, lowering production. In many cases it changes a high producing, profitable cow to the status of a boarder cow.

Many cases of returned milk can be traced to a gargety condition in one or more cows of a herd, thus causing a great loss. It also causes many grade "A" producers to lose their premium because of high bacteria counts.

The fact that the organism causing mastitis is of the same group as that causing streptococcal sore throat in humans may have further and more serious significance from the standpoint of the consuming public. This may result in even more stringent regulations.

The first indication of trouble should be taken seriously. "Hard milkers" and "sprayers" should always be looked upon with suspicion. Make a complete examination of every milking cow in the herd. Use a strip cup (open weave material such as cheesecloth over a small container) to make a physical examination of the milk of each cow. Two or three squirts of milk from each teat will show small clots of milk if

the quarter is infected. Many good dairymen use this test on every cow at regular and comparatively short intervals.

No Known Cure

The brom-thymol blue method is convenient and simple though it is of doubtful value in detecting "carriers" of the disease which appear healthy. Since it is based on color comparisons, there is always a question in cases of slight infection. For this reason it should be used in conjunction with other tests.

Use of the microscope in detecting mastitis in milk might be termed the final check. Invariably samples showing long chains of streptococci together with an abnormal number of leucocytes, or white blood corpuscles, indicate an active case of mastitis. This phase of the subject will be covered thoroughly in a later issue of your REVIEW.

There is no known cure for mastitis. The only hope lies in controlling it and preventing its spread to healthy cows. The services of an experienced veterinarian is the surest check and may save the producing ability of a valuable cow.

The control of mastitis is not difficult but a few simple rules must be followed. First, find the infected

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The Cooperative Community

Elizabeth M^cG. Graham, Editor

Great Art

HANNAH McK. LYONS, M.D.



Visiting a friend who is doing very trying work, almost her first remark was "Have you seen a robin yet?" A mother from her kitchen window calls the attention of her group of children to the currant bushes in the garden covered with snow, "prettier than any painting."

"It is not the thing that is done which makes an object a work of art, but the way in which it is done," Mr. Allen Eaton has said. "It may be a painting on canvas, it may be a piece of sculpture in marble, it may be a cathedral in stone, but it may also be a woodpile or haystack. It is not the thing, but the way it is done."

Could we take the advice—"Look out, not in; look up, not down." I think we might see around the corner a big opportunity, and what a satisfaction in grasping it and doing it in an unusual way.

Do you know of the two young men and the celery fields? They had to "look down" to see a very disagreeable looking bog, but "looking out" they had a vision of what a drained bog might look like with rows of growing celery. It was just the soil for producing celery of the finest texture. What a thing of beauty the bog became; what joy the finely flavored celery gave to the many who used it; while the young men had nice financial returns.

Do you know a community where every farmer is going his own way? They know that if they could only produce truckload or carload lots all of the same variety, uniform fine quality, there would be better prices. In one such neighborhood three men said, "We are all planting different seed potatoes, let us try planting the same kind for a year at least." The crowning glory was when the grown potatoes were in a car ready for shipment, they had every quality of a fine painting—form, color and texture. Neighbors came and looked and talked just as you have seen groups do in an Art Gallery before an outstanding painting.

We were a group chatting over the summer vacations. One turning to the teacher who taught a country school asked, "Did you go abroad or travel?" "Oh no, father and mother need me at home. But I travel some." "Oh, summer school!" they exclaimed. "No, not that way. You see, I am mother's gardener. I teach the vines to climb; help the tomatoes to blossom and bear the big luscious fruit; and I go travel." (Please turn to page 15)

Verse For a Child

"I feel so queer
Behind and before,
I don't think I
Like jam any more."
ALICE HIGGINS in
"Runaway Rhymes"

Grass Roots

Of a Cooperative Community

"A community," the dictionary tells us, "is a number of persons, having common ties or interests, and living in the same locality."

"A Cooperative," we find, "is a number of people, working together."

"A Cooperative Community," then, "is a number of persons having common ties or interests, living in the same locality, and working together."

"But," you say, "we have communities up and down the length and breadth of the land. Aren't they all Cooperative Communities?"

Sometimes—yes they are—and when you find one, linger awhile. It will be time well spent.

However, this particular community, about which I am going to tell you was not a Cooperative Community. It had two groups—not social, not political, not religious; I am sure that they themselves could not have told you why they constantly pulled in opposite directions—jealous of each other, intolerant and always finding new weapons to hurl back and forth. The close of each year found them worse off than before; their churches, their schools, their homes, their farms all going down hill. There seemed to be no hope, no future for them, nor for their children.

One day several of us were talking with a young man who loved this community that was our home. Externally it was a lovely spot.

Someone said, "Bill, have you ever read anything about a Cooperative Community?" "Yes," he answered, "I've been doing quite a lot of reading and I've read how all over the world, communities like ours are learning to pull together, everybody in the same direction, and they are studying and doing all sorts of things and having a lot of fun doing it. They always seem to have money for improvements, for education and for all kinds of things that we can't even dream of having. But our community," he continued—"no, it's no use, they won't try anything new, and they won't even meet together, let alone work together."

"But Bill, cooperation isn't a new idea at all. Cooperation began when it was first found that two men, working together, could move a heavier stone more easily than one person alone. United we stand, divided we fall, is true not only of nations but of homes and communities as well. Our churches and our schools are everlasting tributes to those who through the ages have worked, dreamed, suffered and triumphed in a great cooperative venture."

"I know," Bill shook his head sadly. "I

wish we could do something, but even if we got one group together and convinced them; the other group would oppose it—just on general principles. They always have done it, and I guess they always will."

"It's not very promising," one of the little group said, "but shall we try?"

And with that we were off on our cooperative venture. "A community" we had learned, "is a group of people having a common interest and living in the same locality." We must find then, the common interest. Isn't this a dairy section—don't most of the folks have cows?"

"Why, yes, dairying is the chief industry if that's what you mean," Bill replied.

"Most of the people, of both groups then, are dairymen."

"Yes, that's true."

"Don't you see, Bill, there we have it. Our common tie—dairying. An economic bond. The one thing in which practically all members of both groups are interested."

Now a community, to be a well balanced, normal, happy place in which to live, should be equally well developed Economically—Educationally and Socially.

(Please turn to page 12)

Two-Foot Shelf Of Cooperative Books

Arrangements have been completed by the Apprentices Library of Philadelphia—of which our Inter-State counsel, Francis R. Taylor is director—for the rendering of an unusual service in assembling of a Two Foot Shelf of Cooperative Books for loan in rural communities.

This Two-Foot Shelf is broadly inclusive of the various phases of the cooperative movement as a whole in this and other countries. The various types of books will appeal to readers who may approach the subject from any one of many possible angles such as business, economics, community building, general welfare, or as a method of applying religious principles to everyday problems.

You may schedule this book-shelf ahead for your own community by writing to the Women's Committee of the Inter-State Milk Producers' Association, 219 North Broad St., Philadelphia. Where there is no library, a centrally located member of the Inter-State Local, Grange, or active member of the Woman's Club can usually be found who is willing to house the Book Shelf.

The Two-Foot Shelf will be in Hagerstown for the month of May. Mrs. Roy C. Weagley is serving as the local chairman for this period, and the headquarters for the Shelf will be in the Hagerstown public library.

Three Things

Three things are given man to do—
To dare, to labor and to grow:
Not otherwise from earth we came,
Nor otherwise our way to go.

—BLISS CARMAN.

AMONG NEIGHBORS

More than 200,000 growers are members of cooperative fruit and vegetable associations, which do an annual business of approximately \$200,000,000. These associations are of various types including local units, federations, and centralized associations.

Increases in total volume for 1934 ranging from 30 to 70 per cent over 1933 were reported by the 7 regional wholesale cooperatives which are members of National Cooperatives Inc. Commodities valued at \$19,200,000 were distributed by these regional cooperative wholesalers. While ordinary business has languished cooperative business has been striding forward during the 1934 depression year!

The Florida Citrus Exchange has handled for its affiliated packing houses over 1,000,000 boxes of fruit during the 25 years of its existence. Most of its fruit has been sold under its recognized brands which have become known throughout the country as standards for Florida citrus fruit.

The great Cooperative Wholesale Society of Great Britain with seven million members reports that sales in 1934 amounted—despite the depression—to the highest peak in its history, and the number of persons employed for this growing cooperative business concern which serves seven million of its consumer members was 2,700 more than in 1933.

Consumers' Cooperative Service opened its eleventh cooperative cafeteria in New York City in February. The cooperative was first organized in 1921 by a small group of professional people. From a single cafeteria has grown this chain of eleven cafeterias. These cooperative cafeterias are not only returning savings to the members, but are able to pay 30% higher wages than was required by federal code.

One of the great needs in country life is a community consciousness. An organized community will seek to improve not only economic conditions but the educational opportunities and social life of the people. Cooperation means working together not for one object, but for many objects. It should add dignity to country life and the business of farming.

—WILLIAM M. JARDINE.



Multiplying Loaves and Looms

A Story of Nova Scotia

The economic perplexities of Nova Scotia did not begin with the so-called depression. Long before factories started to slow down elsewhere, Nova Scotia had begun to experience a different kind of discomfiture. Many of the sturdy Scots whose forebears had toiled on her farms and in her fisheries for three centuries had yielded to the lure of opportunities created by the rapid industrial development in western Canada and in the United States. They had given up the hope of ever being able to make a living in their own communities under conditions of hardship unparalleled in the annals of western civilization. Many of the original families had commenced to migrate.

It was at this point that a handful of priests, determined men of remarkable courage and energy, took account of the situation. First they set themselves to teach the men on the farms better farm practices. That was a quarter of a century ago.

Through the activities of these men of Antigonish were started cooperative creameries, woolgrowers' associations, cooperative stores and study groups, devoted to general improvement of farm procedure. Later, members of the university faculty established what was known as The People's School, an institution similar to the Danish folk schools.

The communities were organized, first of all, into what might be called neighborhood groups, each group composed of from five to fifteen members. These small groups selected their own leaders and began to meet weekly . . . for a general community meeting at which debates and discussions were carried on.

After this intensive preliminary campaign, all the men in the community were called together for a mass meeting. When it was made clear that with a working knowledge of the cooperative movement they could materially improve their economic condition and that study is not merely a pastime for leisure hours, but may be a practical means of bringing about much needed economic change, they were eager to form themselves into permanent study groups.

During the last scholastic year the Extension Department organized nine hundred and fifty study clubs, of which three hundred were for women. The total enrollment was approximately eight thousand.

The phenomenal success of the British Canadian Cooperative in Sydney Mines, which began in 1907 with a capital of \$343 and which had in 1929 a turnover of \$1,730,000 and now owns a store with four branches, a bakery, a pasteurized-milk plant, and a tailoring establishment, furnished the inspiration that led to a number of cooperative enterprises upon which the members of the

study groups embarked. A little fishing group at Port Felix, which started with a capital of \$50, was able five years later to supply funds for the erection and equipment of a cooperative lobster factory. In the last three seasons the organized rural groups of eastern Nova Scotia pooled orders for about fifteen thousand tons of fertilizer on which they saved \$75,000. Each year now they charter a ship that brings flour and feed to them from Lake Superior, with a saving on each shipload of about \$8,000. Most of the study clubs have organized buying clubs through which the members and their families obtain cured fish, canned goods, and other household supplies from the cooperative producer groups.

In similar fashion the Extension Department has put the matter of cooperative marketing before the people, and such powerful organizations as the Canadian Livestock Cooperative, the Canadian British Island Producers' Cooperative, and the United Maritime Fishermen are the result. The wisdom of carrying on industry cooperatively has been clearly demonstrated by the twenty cooperative lobster factories that are already owned and operated by communities of fishermen. Five communities are operating fish-plants in which they can and process their catch; two own their sawmills.

There is the story of Little Dover. This

(Please turn to page 12)

SEE PAGE 15 FOR THE "LETTER-BOX"

Control Law Re-Enacted

LET US REVIEW briefly the happenings in connection with milk control legislation in Pennsylvania.

Conferences called by the Grange with all dairy organizations invited and most of them represented, met on October 23, November 8 and 9, and November 26 and 27 and recommended that the control board law then in effect be continued with a few certain changes, including bonding of all dealers. That program was adopted without dissent.

The Governor was so notified and his secretary on January 30 replied as follows: "The Governor is very glad to know of the Grange's action on the subject of milk legislation, and assures you it will be given every consideration."

Repeated efforts of the farm group to obtain an audience with the Governor were unavailing until finally such a conference was arranged late in March and attended also by the Attorney General, the attorney for the milk board and Mr. John Smith, sponsor of the bill. After presenting their views on needed milk control legislation the promise was made to refer any administration milk control bill to that group for approval or criticism before introducing it.

Farm Group Not Consulted

The bill was introduced, however, on March 25 with no member of the committee having seen it. Shortly after its introduction, its sponsor, John Smith, wrote the Masters of Pomona Granges of Pennsylvania in part as follows: "In the drafting of the bill no one was consulted except the Governor, the Milk Control Board and the Attorney General's Office. We believe this is the proper procedure."

This bill, H. 1721, contained certain features which were definitely objectionable to cooperative dairy marketing organizations and others which, cooperative representatives believed, would tend to weaken the bill or make it cumbersome or objectionable to lesser degree.

One section contained provisions which would have enabled the control board to exert autocratic control over cooperatives, especially those which operate milk plants. Contracts with members might easily have been nullified should it suit the control board or if sufficient pressure should be brought to bear upon easily influenced persons who might sometime be placed on the board. The powers which could be extended over cooperatives as the bill passed the house were much greater than those extended over banks or any

other type of business even by courts—except if in receivership.

The original bill H. 1721 also gives the Governor power to approve or disapprove any price regulation fixed by the board.

It was also felt that the schedule of license fees for dealers was too high, causing some danger of passing this back to producers or on to consumers as it would be considered a cost of doing business. Either such result would be objectionable from a producer's viewpoint.

Farm groups wanted a provision included which would have given the Governor power to terminate the board if and when he considered the "emergency" over.

Two Public Hearings

A public hearing on this bill was held by the House Agricultural Committee on April 2nd at which the sponsors of the bill were well supported from some sections. Dealers, as a whole, objected and offered about 60 amendments. Few of these were incorporated into it and the bill passed the house by a sizeable majority on April 16.

On the same day a bill approved by Pennsylvania's organized agriculture was introduced in the Senate by Senators Gelder and Owlett. This bill, S. 932, contained the desired changes from the original milk control law.

Another bill S. 806, had been introduced previously in the Senate by Senator Buckman which incorporated essentially the same features as H. 1721, plus a two-cent check-off on all milk purchased by dealers in the state. This bill was hailed by the Philadelphia Record as meaning, substantially, the end of the Inter-State.

A hearing attended by about 1300 farmers was held by the Senate Agricultural Committee on April 22 at which all three bills were discussed. Sentiment was decidedly against H. 1721 and S. 806 and favorable to S. 932. Most of the criticism against those two bills were on the points outlined in the foregoing paragraphs and which were overcome in S. 932.

The Senate Committee met on April 24 and went over the three bills carefully, finally voting H. 1721 out of committee for action on April 29 after making certain amendments to it. The bill, as voted out, represented a compromise between S. 932 and H. 1721, plus other changes.

The principal compromise was inserting in H. 1721 those provisions from S. 932 which would prevent the control board from going into the

internal affairs of cooperatives. The high license fees were retained in the bill and the power of the Governor to approve price schedules remained a part of it. The provision to authorize the Governor to terminate the bill at his discretion, struck out and the appropriation reduced to \$225,000.

A provision which was inserted in the Senate committee would allow no differential between store delivered prices of milk. The amendment was not sponsored by the farm cooperative group and the committee acting for the cooperatives knew nothing of it until the amendment had been approved and voted out by the Senate committee.

The bill was passed by the Senate on April 29th after first striking the amendment prohibiting a carry-over differential. It then went to the House on April 30th where it was approved as amended and signed by Governor Earle on the same day. It is reported that Paul Sunday, Berling Springs, and A. Marburger, Evans City, will be appointed and John A. Phillips, Philadelphia labor leader, will replace Chas. T. Carpenter.

Farmers' Field Day at Penn State College will be on June 13. A committee headed by Professor T. Mairs is now at work developing plans. Working with him are several members representing practically every department within the division of agriculture.

One way to keep friends is not to give them away.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk, April, Weighted Average price February (F) or March (M). All prices f. o. b. city except New York in 201-10 mile zone.

Market	Class I Price	B-fat Differential	Retail Price	Average Weighted Price
Philadelphia	\$2.60	4c	11c	\$2.38
Pittsburgh	2.48	4	11	2.37
New York	2.445	4	13	1.82
Des Moines	2.03	4	2	1.65
Atlanta	2.50	4	14	2.00
Detroit	2.48	4	12	2.13
San Diego	2.345	6.7	12	2.11
Boston	2.10	4	10	1.79
Milwaukee	3.498	4.1	13	2.75
St. Louis	2.25	3	12	1.76
St. Paul	1.95	4	10	1.74
St. Joseph	1.80	4	10	1.53
Baltimore	2.38	5.8	12	2.26
Washington	2.73	7	13	2.43
Hartford	2.94	4	13	2.92
Indianapolis	1.67	3	2	1.67

F. T. C. Wants More Money

THE FEDERAL TRADE Commission's report on its so-called milk investigation and the sharp criticism of that report are now a matter of record. It is generally understood by those who know and understand dairy marketing that the Commission failed miserably in its attempt "to find and present facts."

The report covered nine months work of a battalion of lawyers, economists and accountants, yet it contained no recommendations whatever. We present you the comments on this report as made by Chas. W. Holman, Secretary of the National Cooperative Milk Producers' Federation.

"At the time the investigation of the milk industry was proposed in Congress we supported this measure and we especially supported the proposal to have the investigation made by the Federal Trade Commission. Previous investigations by the Commission had resulted in a feeling of confidence among dairy farmers in the work of the Federal Trade Commission. We were amazed, however, in examining the report made by the Commission to Congress to learn that in place of its usual careful and accurate report the Commission had issued in this case a report full of innuendoes and criticisms of farmers' cooperative associations, none of which were based on substantial facts but which were based rather on allegations made by malcontents and by agitators, upon a distortion of the business activities of cooperative associations and by placing emphasis upon the few and minor mistakes which these cooperatives have made during the many years of their existence.

"A study of this report leads us to wonder whether it was drafted by the investigators with a view to presenting the facts or rather with a view to painting as black a picture as possible in the hope that Congress might thereby be induced to furnish further funds so that this investigation might proceed throughout the United States.

Complaints Against Report

The Federation lists the following specific complaints against the report as made by the Federal Trade Commission:

"(1) The report charges that the cooperative associations and dealers entered into agreements and understanding to fix the price of milk to consumers. As a basis for this charge the report cites an instance which happened in 1926 in the Philadelphia market. Other than this instance the report indicates that there is little or no documentary evidence of any kind to support this charge made by the Commission. The investigators have taken the normal bargaining relations of cooperative associations and contorted them into a so-called scheme to fix consumer prices. They have not made any explanation of the fact that in order to arrive at what is a fair price for the producer consideration must naturally be given to the price which the dealer is charging the consumer. Certainly our cooperative associations take into consideration the price being charged to consumers when they are bargaining with distributors! How otherwise would the Federal Trade Commission have our dairy farmers get their fair share of the consumer's milk dollar?

"(2) The Trade Commission in one breath criticizes the Inter-State Milk Producers' Association for not being able to shift its dairy farmers from one dealer to another and in the next breath criticizes the Connecticut Milk Producers' Association for having this power because it is alleged to result in favoritism to certain directors or members. (Your association is effecting such shifts almost weekly, sometimes several in a week when producers want it done and a new buyer can be found.)

"(3) The report goes into great detail in criticizing the quota system which is used

in Connecticut on the basis that this system is used by the association and by the dealers to the disadvantage of the dairy farmers. The report passes lightly over the fundamental fact that these quotas are fixed each year not by the association or the dealer but by the individual farmer himself.

"(4) The report generally speaking contains the same old propaganda against cooperative associations which is developed as the result of listening to malcontents and agitators who have nothing constructive to offer but are simply interested in tearing down existing cooperative associations. No mention is made in the report as to the attitude of those thousands of farmers who are loyal to their association and who feel that the cooperative has been of great benefit to them.

Obviously Prejudiced

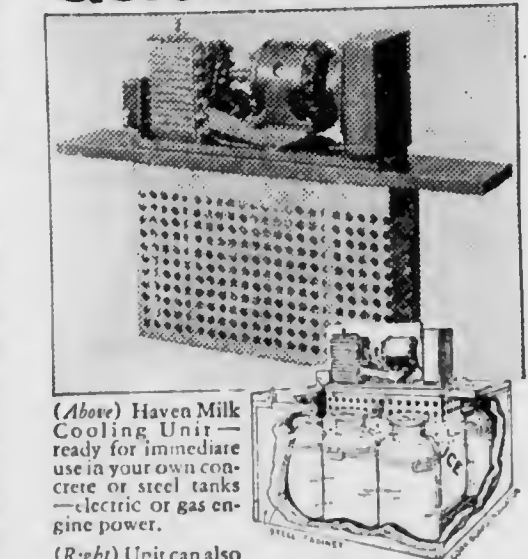
"(5) The report has steadily avoided making any comments whatsoever upon all of the praiseworthy things which our cooperatives have accomplished during all the years of their existence. Other than an admission that the Inter-State Milk Producers' Association has done a good job in checking butterfat tests and weights of dealers, the report makes little or no mention of the numerous services rendered by these two cooperatives to their members since their existence. The fact that these cooperatives have undoubtedly obtained for their farmers considerably more money than if the farmers were unorganized; the efforts of the cooperatives to furnish to consumers milk of a high quality; the united effort of cooperative members to even up their production so that at all seasons of the year an adequate milk supply could be guaranteed to the consuming public; the activities of the associations in supplying dairy farmers with a market for their milk throughout the year; the efforts of the associations in collecting producers' money from financially irresponsible dealers; the activities of the associations in helping individual farmers meet health regulations and to assist them on their farms in remedying conditions which have resulted in their milk being rejected by dealers these, and a multiplicity of other activities which are basic in the operation of cooperative associations have been entirely ignored while carping criticism and minor mistakes have been played up to the fullest extent.

"An examination of the report," said Mr. Holman, "indicates that our cooperative associations in Philadelphia and in Connecticut need not be ashamed of the record which they have made. No organizations engaged in a business of such major importance as marketing the milk of over 25,000 farmers could hope to function without making mistakes. We are not ashamed of the mistakes which our cooperatives have made. Taking into consideration the job they have had to do, the mistakes are infinitesimal. Since this is true we are sadly disappointed that the Federal Trade Commission should fill its report with criticism and ignore entirely the real accomplishments of these two cooperatives."

The motives behind this type of report are open to question. It is no

more a credit to such a governmental agency than was the Dred Scott decision of the United States Supreme Court 78 years ago a credit to that otherwise august body. Forty years were required to reveal the machinations behind that disgrace. Let us hope we will learn the why of this Trade Commission report in less time.

HAVEN COOLS Milk CHEAPER QUICKER—EASIER



(Above) Haven Milk Cooling Unit—ready for immediate use in your own concrete or steel tanks—electric or gas engine power.

(Right) Unit can also be supplied complete with insulated steel cabinet, sizes 1 to 16 cans.

10 QUICK FACTS

1. Exclusive patented device eliminates troublesome expansion valve.
2. Builds and maintains large cake of ice.
3. Factory charged and adjusted—ready for operation.
4. Few wearing parts—longer life.
5. Direct Drive—no belts.
6. Easily and quickly installed.
7. Quicker cooling with the new Haven circulator.
8. Low initial and operating cost.
9. No more milk rejection.
10. Eliminates costly and troublesome handling of ice.

Send coupon or write for "Easy Terms" offer! DON'T fill your ice house until you learn about the Haven system of milk cooling—write today.

DEALERS WANTED! The rapidly growing interest in milk cooling makes the Haven Milk Cooler a fast seller to farmers. We have good territory open for live dealers.

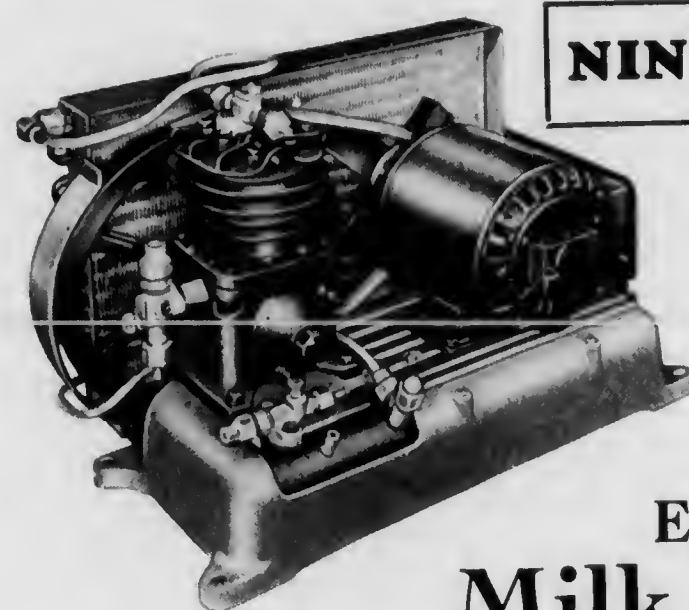
THE HAVEN COMPANY
Milwaukee, Wisconsin

SURGE MILKING MACHINE CO., Syracuse, N.Y.
J. P. Heefner, 3101 Boas St., Harrisburg, Pa., our District Representative, will gladly supply you with the name of our nearest county dealer.

OR
Mail Coupon for Full Information

SURGE MILKING MACHINE CO. (Eastern Distributors) Dept. 6835, Syracuse, N.Y.
Please send me without obligation complete information on Haven Milk Cooling Units and your Easy Terms offer.

Number of Cans cooled, night..... morning.....
Type of Power.....
Name.....
Address.....



NINTH YEAR

Thoroughly tested on the most successful dairy farms in this section.

Built Especially for Milk Cooling

High power, heavy duty compressors, built to deliver continuous, trouble-free, economical service. Approved and specified by leading cabinet makers.

GASOLINE DRIVE

1/6 to 10 H.P.

ELECTRIC DRIVE

SOLD ONLY BY AUTHORIZED DEALERS AT
SUBSTANTIAL SAVINGS!

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Manufactured by
MERCHANT & EVANS COMPANY
Est. 1866 PHILADELPHIA, PA. U.S.A.

OUR FARMERS' EXCHANGE

Sit down right now and write your want ad for OUR FARMERS' EXCHANGE—it is an excellent method of bringing to the attention of other REVIEW readers supplies you wish to sell, buy or exchange, and for help or situations wanted. The rate is 5 cents a word. Each initial and abbreviation counts as a word. Minimum charge is \$1.00 per insertion. The rate to members of Inter-State Milk Producers' Association is 4 cents a word, 80 cents minimum charge per insertion. Payment must accompany order.

Your ad will appear in the June issue if you get it to our office by May 31.

MILK PRODUCERS' REVIEW, 219 N. Broad St., Philadelphia
Please carry in next available issue my advertisement of words for which
I enclose \$ I want this advertisement to appear in issues.
.....
.....
.....
Name Address

Dairy Equipment

Used "ESCO" two-can COOLING CABINET with coils and expansion valve. Perfect condition but too small for present dairy. Can be used with ice. PRICE \$20. Clark Reed, West Chester, Pa.

Farm Seeds

CERTIFIED SEED CORN (Crosbys) Reids Yellow Dent won FIRST PRIZE at Trenton show. Recommended in State Bulletin No. 537 yielding 62.8 bu. corn and 38,136 lb. silage per acre. 70 lb. of ears will shell 60 lb. corn. Why grow cobs? GERMINATION 95 PLUS. David Crosbys, Wrightstown, N. J.

Dairy Goats

Raise Goats for Profit and Health. Monthly Magazine. 25c yearly; 5 months 10c. Dairy Goat Journal, Dept. 63, Fairbury, Nebraska.

A Good Suggestion

Dear Sir:

In the REVIEW for April I note your suggestion of planting willows along streams, for shade. This seems like bad judgment as here the ground is soft and liquid as well as solid manure goes directly into the creek causing a loss of fertility as well as being unsanitary. Why not plant your shade on the knolls where the air is better and the manure would do some good as well as being more sanitary? Black walnut is valuable.

NORMAN C. MAULE,
Quarryville, Pa.

Grass Roots of a Cooperative Community

(Continued from page 8)

The community is two-thirds sick. Its cure depends on our ability to build up those other two sides.

"Build we will but on what?"

"On what we have," I replied.

"What have we?" said Bill.

"A common tie an economic bond." Let's call a meeting of the whole community we'll talk about their one common tie dairying we'll talk of market conditions, price of milk, regulations; economics pure and simple nothing educational this time, nothing social. Adjourn quickly to avoid an argument between the two groups.

And so we had our first meeting—everything went off as planned. It was little enough to be very optimistic about, but at least they had met together; just a tiny wedge.

Another meeting was called a little later, but in the meantime a strange thing happened. I met the superintendent of the school downtown one day and he said, "Say, I went to that dairy meeting the other night. You know we school people are deeply interested in what happens to our dairy farmers in these rural communities. What you gave us was fine, but I don't see how our farmers can get ahead much without a measuring stick. Couldn't you get someone to come and tell us how other dairy communities find a market for their products, and get better prices, so that they can have fine homes and improved farms and give their children the best possible training?"

I thought, here's where we climb over the hill! Remember the educational side of the triangle is one of the missing sides. And I said, "Will you stand up and say just that at our next meeting?"

"Why certainly I will."

And he did. But that belongs to the second part of the story.

(To be continued next month)

Multiplying Loaves and Looms

(Continued from page 9)

tiny fishing community was composed of fifty-five families, poor and simple folk. In 1929 they joined the organization of fishermen, passionately advocated by the educational missionaries. In 1931 they went to the woods and hauled out to their boats—by hand, since they had no horses—the lumber for a new lobster factory. They built a wharf and a factory and were ready for the spring operations of 1932. In the first year their profits amounted to \$4,000. With this money they paid off the whole of their debt, and they shared as a bonus what was left. But they did not stop with the lobster factory; having no milk for their children, they bought goats. Later they built two large and seaworthy boats. They next opened a school for men and women. The women have taken up handicrafts.

It is a thrilling experience to visit these scattered communities of Nova Scotia where but a few years ago all hope had died and despondent reliance upon government relief had taken the place of all active efforts toward self-help. There are many touching stories in this epic . . . substituting class cooperation for class antagonism, multiplying loaves and looms and, above all, restoring self-respect to a once bewildered and drifting people.

—Reprinted in part
From the Journal of Adult Education.

Those who pride themselves on being hard boiled are often only half-baked.

Market Remains Steady

THE LOCAL MILK market has maintained an excellent condition right up to the present. Although supplies have been adequate at all times there has not been any great excess over fluid needs. Many dealers have paid only two prices during the last few months, buying no milk at all in Class III. A few dealers have paid Class III price only for a small amount and only those producers who were well above their established basics had milk fall into that class.

No great amount of Class III milk appears to be in prospect during May and June, our highest producing season. Many cows are going on pasture in very poor condition, even in this section, which is an indication of lower production than commonly. Daily milk production per cow on April 1 was slightly higher in this milk shed than a year ago, except in New Jersey, and the same comparison applies with April 1, 1933. But compared to the average from 1925 to 1932 production was less in every state in the milk shed.

The market is absorbing considerably more cream than a year ago. The amount supplied from within the milk shed is about the same, the increase coming from the Mid-West.

A few changes from one dealer to another have been effected and a few producers not previously shipping to Philadelphia have been placed.

The strength on the butter market is generally attributed to the extremely short supply, only slightly more than 5 million pounds being in storage on April 1. This is about one-half the amount imported from January 1 to April 1. Butter production for the first three months of 1935 was 40 million pounds less than for the same period in 1934. During the same months consumption was about 85 million pounds less in 1935.

This decreased consumption is attributed to the higher prices. These prices did not stimulate production, due largely to feed prices being even higher in proportion.

Cheese production has been running about 10 percent under 1934 but with a larger supply in storage there has been no shortage.

Evaporated milk has been in a strong position with the smallest April 1 storage stocks of recent years, 39,494,344 pounds. Twelve, thirteen and fourteen cent milk in many markets has stimulated the use of evaporated milk and the government relief distribution has also contributed to the heavy demand. Evaporated milk was the only major manufactured dairy product to

experience an increased production during early 1935.

The prospects for spring and summer depend upon pasture and early feed crops. Early reports indicate slightly better pastures than a year ago in the Philadelphia milk shed and also east of the Mississippi.

Other fluid markets are not showing much change, a few experiencing a downward adjustment. Most pronounced was Connecticut with producers prices reduced 46 cents a hundred on Class I.

Butter advanced early in the month, touching the 53-month high of 38½ for New York 92-score on April 9-10. It then took an irregular downward course, closing at 29¼. The month's average was 34.48 cents, 2.8 cents over March and 10.82 cents over April, 1934. The April price of Class II and IIB milk for the Philadelphia market is \$1.51 and Class III \$1.21 f.o.b. receiving station or loading platform. The price f.o.b. dealer's city plants on secondary markets is \$1.66 for Class II, \$1.51 for Class IIB and \$1.21 for Class III.

A rural life institute for young people is being conducted by the extension service of the New Jersey College of Agriculture. The first session was held on April 30 and the second is scheduled for May 14. It is being held at New Brunswick, according to the announcement by Professor W. H. Allen who is in charge.

Cooperative Institute

The American Institute of Cooperation plans its eleventh annual session at Ithaca, New York, July 15 to 20, according to Charles W. Holman, secretary.

Cooperative executives, Federal and State public officials, leaders and employees of farm organizations and many others interested in the cooperative movement in agriculture are expected to attend.

Lecture courses and conferences will constitute the work of the Institute. Subjects to be covered include marketing (by commodities), retail service, membership relations, farm and cooperative credit, governmental regulation, money and prices, and business management. A special conference will be held for women.

MASTITIS

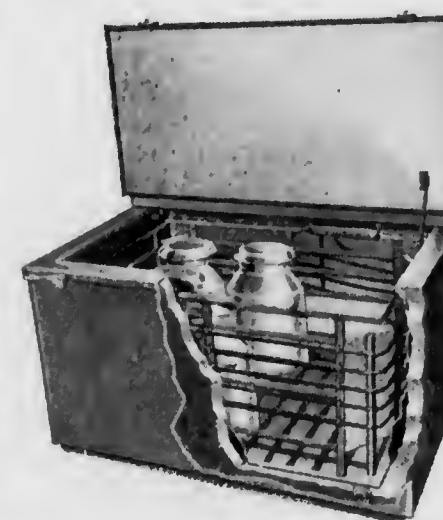
Test Your Herd—Eliminate Cows With Infection . . .

The New York Agricultural Experiment Station, Geneva, N. Y., has perfected a simple (BROM THYMOL BLUE) test outfit for use by dairy farmers to detect Mastitis or Garget. This test enables you to determine quickly if a pronounced infection exists in your herd.

The test is simple. Requires no color charts or complicated apparatus. The cost is small and results effective. Set complete to test 75 cows . . . \$1.75 C.O.D. (plus postage).

GENEVA TESTER CO.
GENEVA, N. Y.

WHY YOU SHOULD USE VICTOR All-Steel MILK COOLING CABINETS



1. They are built of heavy galvanized copper bearing steel throughout.
2. They are equipped with large drains and overflow pipes.
3. Outside seams are welded.
4. Insulation is thoroughly water-proofed with hot asphalt so that moisture cannot filter through to rot the insulation.
5. They cost no more than ordinary cabinets.

Write for further information.

Victor Products Corporation
HAGERSTOWN, MARYLAND

Cooperatives Must Be Based On Good Economics

(Continued from page 1)

Some members may say that they have not had an opportunity to help in the selection of directors, and I don't doubt that in some cases this may be true. But if the farmer members have lost control of their organization it is probably due to their own neglect and failure to exercise the rights they have as owners of the business.

It naturally follows that if members are to act wisely in the selection of their directors and if they are to give intelligent support to their cooperative, they must be kept fully informed on the policies and the programs of the organization. As members, they have a right to look to their organization for this factual information. Furthermore, it is the duty and the responsibility of the directors and the manager to furnish them regularly with authentic information regarding the affairs, program, and problems of the cooperative—their business.

SIXTH ANNUAL KENNETT LEGION PAGEANT
"Historic Delaware"
DATA BY CHRISTIAN C. SANDERSON
LONGWOOD
OPEN AIR THEATRE, 2200 SEATS
JUNE 20, 21, 22, 1935
9 P. M., D. S. T. RAIN DATE 24th
ORDER TICKETS NOW!
ADMISSION \$1 RESERVED, 50c EXTRA
Address—Box 491, KENNETT SQUARE, PA.
FOUNTAINS

WHAT PRICE IDEAS?

That is what every piece of good printing is—AN IDEA

If you would be interested in a good printer's idea about good printing, we are at your disposal at any time.

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

It is generally recognized today that the control and direction of a cooperative cannot be left to any one individual. While this may be done in a small private business, it does not apply to large businesses which have become such an important part of the business structure of America. The management of any large business enterprise is "team responsibility."

Directors Must Really Direct

The stockholders, or owners, of the business select directors and this directorate, in turn, assumes responsibility with respect to policies and the selection of managerial executives.

The directors are chosen from within the membership and by the farmers themselves. If for some reason or other directors are not chosen in this way, the farmer members have failed in the first principal of cooperative business. It is the members who are responsible for the selection of directors and this is a duty and a responsibility that can not be shifted.

It is well to remember too that in business management, although a man may be personally of the highest type, unless he has sound business sense and judgment and is peculiarly adapted to function as a director, officer, or in the capacity of manager, he may prove detrimental rather than helpful. Many cooperative associations have been wrecked because the directors lacked an understanding of managerial problems. Similarly internal petty politics as well as a lack of judgment as to what was involved in management has too often prevented a group of farmers from realizing what they had hoped for in their cooperative enterprise.

To the directors of a cooperative marketing association is delegated the authority and responsibility of formulating policies and supervising their execution. Every member of the board of directors has a definite share in the authority and responsibility of formulating sound policies and in seeing that they are properly carried out. *Until every director comes to feel that he is accepting the trusteeship for the successful conduct of the cooperative business, cooperative marketing will fail of its full measure of success.*

Directors are selected by their membership to direct and guide the business and they cannot shirk that responsibility. They cannot shift it onto the shoulders of other directors, nor onto the employees—it is their job.

After years of rather intimate contact with business operation and management of hundreds of farmer cooperative associations throughout the United States I am convinced that no single factor has so retarded the progress of cooperative business as that of directors failing to recognize the responsibility and the duty which the position of a director places upon him.

(The remainder of Dean Christensen's article will be carried in an early issue of the Review.)

Wisconsin Prices

The average March price to producers in Wisconsin was \$1.34 per hundred pounds for all milk. Price of milk for cheese was \$1.29, for butter \$1.28, for evaporated milk \$1.47, for fluid market \$1.60. Butterfat was 35 cents a pound. The average milk price was 22 percent higher than a year earlier. One hundred pounds of milk would buy 82 pounds of feed in March compared to 97 pounds a year ago. Milk production per farm was down 9.6 percent from April 1, 1934, and production per cow was down 3.3 percent.

Five cooperative bull associations have been organized in New Jersey during the past year. The associations purchase bulls cooperatively, move them from year to year and, after production records are obtained on their daughters, select those that prove satisfactory for life time service.

A new fish lure has been developed from milk concentrates. This lure can be used in either salt or fresh water. In its development a method was originated which makes these milk solids insoluble in water.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of March, 1935:

	NO.
Butterfat Tests	5052
Plants Investigated	30
Calls on Members	331
Quality Improvement Calls	23
Herd Samples Tested	279
Membership Solicitation Calls	24
New Members Signed	7
Cows Signed	58
Transfers of Membership	1
Brom Thymol Tests	254
Microscopic Tests	84
Meetings of Locals	4
Attendance	170
Vocational School Lectures	2
Pupils Attending	145

THE LETTER BOX

Question Box At Local Meeting

I attended a meeting in Doylestown Court House under the direction of the Doylestown and Chalfont Locals, March 20th. It was the first meeting I have attended. Mr. Landsburg gave a very good talk, "Dairying in Foreign Lands." An illustrated talk by Ida May Breck from the Health Education Department of the Philadelphia Dairy Council was very entertaining. The Question Box was full of worthwhile questions and were answered by Mr. Twining to the satisfaction of the members present.

MRS. J. WILSON JONES
Eureka, Pa.

Home Being Built Through Cooperative Earnings

You might be interested to know that during the last year we paid out to craft workers (a cooperative for marketing handicrafts) nearly \$1800.00. That is a good deal for our community. The young man who carves the lovely big geese, borrowed money from our Savings and Loan (another cooperative) to build a home for himself, wife and two babies. Through his wood carving of geese he is paying it back in a year and a half. We think that a pretty fine record.

LOUISE L. PITMAN,
Brasstown, N. C.

"Faint not! Leadership is not wealth or education. It is born of interest." —WILLIAM V. DENNIS

Great Art

(Continued from page 8)

ing about the country on errands for father, when I can see all the wonderful colorings of sunsets, field and woods." Did I catch a look in the faces that had not been there before? They caught a glimpse of new beauty.

The poet sings of the rain pool in the country

"I am too small for winds
To mar my surface
Yet I hold a star
Which teaches me,
Though low my lot,
That highest heaven
Forgets me not."

"If our civilization is to endure, it must have an aim toward which it will work"—call it changed mental attitude or what you will. But it must be the fostering of the habit of doing things and making things well, for the joy of the work and the pleasure of achievement. "Agriculture is not merely a way of making a living, but largely a way of building a life." Is there a finer piece of art than the true home? Can there be finer art than the well-built life?

ICE or ELECTRICITY

this "Dry-Zero" insulated cabinet reduces your cost for cooling milk

Whichever refrigerant you use—ice or electricity—you can reduce cooling costs if you install an efficient, properly constructed and thoroughly insulated cabinet.

Wilson Cabinets are made in both the "dry" storage and "wet" storage styles, for use with either ice or electricity. All Wilson Cabinets are scientifically made to provide low-cost refrigeration. "Dry-Zero," the most efficient insulating material according to the U. S. Bureau of Standards, is used in every Wilson Cabinet.

WILSON Dry Storage COOLERS

for use with Ice & Water

Most efficient ice-coolers made. Patented sloping grid construction secures maximum refrigeration. Ice only once a week. Cool milk to below 50° in 2½ hours. Complete Dry-Zero insulation and life-time construction. Made in 2 and 4 can sizes.

WILSON Wet Storage COOLERS

for use with ice or electricity



This 2-can cabinet is completely insulated with 2 inches of Dry-Zero. Double molded live rubber gaskets and positive pressure fasts. An efficient, scientifically built cabinet.

\$43.50

Other Wilson Wet Storage Coolers from 1 to 18 can capacity.

Write for description and prices of other Wilson Coolers

WILSON CABINET CORPORATION

SMYRNA, DEL.

Patronize Review Advertisers

We take all reasonable precautions to insure that products advertised in the Review are reliable and that the firms advertising them are square in their dealings. You can depend on their products.

MENTION THE REVIEW WHEN PATRONIZING OUR ADVERTISERS

The LOW-COST WAY TO LOW-COUNT MILK

HTH-15 KILLS BACTERIA

SAFE TO USE

Your high-count problems are solved when you use HTH-15. This modern chlorine carrier kills bacteria quickly and is safe to use on milk equipment. It comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping.

STERILIZES AT LOW COST

Because HTH-15 is so easy to use, because a little goes so far and because it saves time and labor, it has set a new standard for low cost in dairy sanitation. Dairymen everywhere are adopting it, for its low cost, of course, but more particularly because HTH-15 solutions are safe to use on metal equipment.

If you haven't tried HTH-15 it's time to get acquainted with it now. Let us outline a program for you that will more than satisfy every requirement you must meet—and at the same time lower your costs. Write for literature and free ¼ lb. sample.

The MATHIESON ALKALI WORKS (Inc.)
60 EAST 42nd ST., NEW YORK

SOLD IN 2 SIZES
3-lb. - \$1.00
1-lb. - 50c



Stop Rejects
HTH-15 Helps You Meet THE MOST RIGID REQUIREMENTS

What Type Cooler?

(Continued from page 6)

There is very little difference in the total efficiency between the different refrigerants used in the machines. There is also very little difference in the quickness of cooling with different machines of equal can capacity provided that the rating is in b.t.u. or heat units removed per hour. The size of machine will depend on its efficiency and on the number of cans of milk to be cooled under the most extreme summer conditions. It is better to over-rate than under-rate the capacity requirements. The over-rated refrigerator will run for a shorter time and have greater cooling capacity and probably last longer. The only objection is the higher initial cost. In purchasing it is well to specify that the machine should not run over sixteen hours per day during the hottest days. This tends to discourage the sale of a machine too small for requirements, not an infrequent practice where sales competition on a job is particularly keen.

In choosing a commercial job it is safest to select one of a well-known make having a satisfactory record for past performance and which is serviced by a reliable dealer in a position to give prompt and intelligent service.

Mastitis

(Continued from page 7)

cows and either sell them or separate them from the healthy ones. They should be isolated or certainly placed at one end of the stable. Stables should be roomy and well bedded and the floor sprinkled with slaked lime or land plaster to help keep out infection. Second, milk the healthy cows first. Third, do all milking with dry hands and disinfect both hands and udder before milking each cow. If a milking machine is used sterilize the teat cups thoroughly after each cow, especially between suspicious and healthy animals. Infected milk should never be milked onto the floor. Carry it out and dispose of it away from all cattle. Fourth, keep the cow's digestive tract open, giving a laxative if necessary. If heavy protein feed is being used cut down on the amount. Fifth, add no cows to herd unless they are free from mastitis.

The Federal Government has now made available indemnity to be used in the radication of this disease as announced in the February issue of the REVIEW. Upon request, a field representative of your association will make both the brom-thymol blue test and slides for microscopic examination of milk of suspicious cows and give such help as possible on the problem.

"My Family and My Farm

are worth
more than

\$17.00"



"THAT'S all it costs me to protect them both with a policy in the Penna. Threshermen and Farmers. Property damage or personal liability can cost a lot of money to any one who drives an automobile these days.

And five or ten thousand dollars is too hard to come by to take a chance. For \$17.00 my insurance company will pay those claims if I am held liable. Better look into it for yourself. Mail the coupon, without obligation, today."

COMPENSATION Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

325 S. 18TH ST.

HARRISBURG, PA.

Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

☐ AUTOMOBILE or TRUCK INSURANCE

Make of Car _____ Model _____

☐ COMPENSATION INSURANCE

Business _____ Payroll _____

Name _____

Address _____

This inquiry does not obligate me in any way.



Dairy Wash Sink

DIRECT FROM FACTORY TO USER
SPECIAL PRICE
FOR LIMITED TIME ONLY

Single Compartment \$10.00
Double Compartment \$16.50
Removable Drain Board \$2.00 extra

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PRODUCTS CORPORATION
HAGERSTOWN, MD.

Watch Milk Temperatures—Avoid "Return" Losses

INTER-STATE

Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE I

Vol. XVI

West Chester, Pa., and Philadelphia

Agri. Economics & Farm Management
Cornell University, Ithaca, N. Y.

No. 2

Lauterbach Named Manager

A A A Official Assumes
New Duties On July 1



Arthur H. Lauterbach, who will become general manager of your association on July 1.

OUR ASSOCIATION has selected as its General Manager, Mr. Arthur H. Lauterbach, Chief of the Dairy Section of the Agricultural Adjustment Administration. This action was taken late in May by the executive committee as instructed by the Board of Directors at its meeting on May 13-14. Mr. Lauterbach will assume his new duties on July 1.

Every indication points to this as a happy and fortunate selection. The new general manager comes most highly recommended and with a wealth of practical experience. His present connection with the A. A. A. has given him an unusual opportunity to study practically all the important milk markets of the country. This experience has brought to his attention every type of milk marketing problem that has arisen in this country. He has observed how the various marketing plans work and why many of them do not work.

Upon announcement of Mr. Lauterbach's appointment, B. H. Welty, your association president, stated that "Mr. Lauterbach is a man of extensive experience in agriculture and especially in the organization and management of agricultural and dairy cooperatives. His record at Washington stamps him as an executive of demonstrated ability and we are looking forward to continued and rapid advancement of our association under his management."

In accepting the appointment Mr. Lauterbach stated that he had no announcement as to plans concerning his work with the Association. He expressed a desire to study the Association and its policies and activities from every angle after which he would be better able to develop a future program.

A. R. Marvel, chairman of the Executive Committee, which was requested to select the general manager, said in connection with this appointment, "Our committee was pleased to be able to obtain a man so promptly and of such abilities. Mr. Lauterbach was given the highest recommendations by his former and present associates in the dairy cooperative field. We are firmly convinced that he will be welcomed as a leader by the thousands of members of the Inter-State Milk Producers' Association. We are convinced that the dairy interests of the forty odd counties in the Philadelphia milk shed will benefit from the active and close association with a cooperative leader of Mr. Lauterbach's ability and also that the farm interests of the entire states of Pennsylvania, New Jersey, Delaware and Maryland will welcome him."

Combined with his experience at Washington, Mr. Lauterbach's previous background stands out as especially constructive. He was farm reared, having been born near La Crosse, Wisconsin, and at 14 he worked in a cheese factory. His education consists of grade school, Wisconsin Business University, night classes of the University of Minnesota Extension

Division and special courses at the Y. M. C. A. From 1910 to 1918 he was employed as accountant and office manager of the Soo Railway at Minneapolis. He moved to his present farm at Monticello, Minnesota, in 1918.

While operating that farm he helped organize local cooperative creameries, cooperative elevators and farmers livestock shipping associations. He also assisted in the organization of Land O'Lakes Creameries. In 1927 he was appointed manager of the poultry and egg division of Land O'Lakes Creameries, a position he held until 1932 when he was selected as general manager of National Cheese Producers' Federation with headquarters at Plymouth, Wisconsin.

In this position he performed excellent work during a period when the depression was at its worst, building confidence in the organization and strengthening its position among producers. He resigned that position in March, 1934, to assume his present duties with the Dairy Section of A. A. A.

Delegates and other members attending the 1934 Inter-State annual meeting will recall Mr. Lauterbach's excellent address at the second day's session. The high points of his talk were covered in the December, 1934, REVIEW and it was carried in full in the printed annual report of the meeting. Early in that talk he stated:—

"I want to say that regardless of how much state legislation or Federal legislation you are able to get to help

(Please turn to page 13)

Butter Fluctuations

THE OUTSTANDING development of recent weeks in the dairy market field has been the sharp drop in butter prices. In discussing this drop it must be remembered that the drop was from an abnormal price to a price approximately normal under spring conditions and therefore is no cause for alarm. We must first make clear some of the factors which sent prices upward during the winter.

Butter prices experienced almost a steady climb from 24 cents on July 19 to a high of 38½ cents on February 2 and after a 9 cent dip again climbing to that price on April 9 and 10. "Scarcity" explains that rise in one word, but "consumer resistance" to that price explains why it did not go higher.

The drought throughout most of the Mid-West, especially Minnesota and the states bordering the Missouri River, cut down feed supplies to a level that made normal feeding impossible. Range cattle were destroyed to avoid starvation and that soon meant higher beef prices. Farmers who had been milking beef and dual purpose cows changed over to beef farming.

In addition, the tuberculosis eradication campaign was speeded up and the Bang's test program got under way, resulting in some reduction in dairy cow numbers. Also, fewer heifers had been raised for 2 or 3 years past when most farmers in the manufactured dairy product sections were discouraged by low milk prices.

Altogether, these factors resulted in about a 4 percent reduction in dairy cow numbers which, combined with a feed scarcity and high prices, resulted in a reduced production of about 10 percent from October through April.

Storage stocks were small and remained the smallest in years for corresponding dates. Importations started coming in during December when butter passed the 30 cent mark, this in spite of the 14 cent tariff. Importations up to April 1 had passed the 10,000,000 pound mark, about twice the amount then in storage. Up to May 31 importations during 1935 had reached 22,374,858 pounds with most of the later importations going directly into storage at a price slightly above domestic butter quotations.

During these same months of high butter prices oleomargarine manufacture and sales climbed by leaps and bounds, the first three months of 1935 showing an output of 108 million pounds compared to

62 million pounds during the same months in 1934.

The present situation with butter showing a 13½ cent drop from the April peak and the May average 7.17 cents under the April average will mean discouragement to some. Yet in the face of all facts the present price is reasonable. The peak production season is at hand with butter manufacture reaching last year's levels and the price sufficiently attractive to storage interests to create a demand for that purpose with the probable result that prices will not fluctuate greatly until storage demands are fulfilled. However, should a shortage appear probable the demand will strengthen and help prices—or should production increase or if it holds up

longer into the summer than usual the storage demand may not absorb the entire seasonal surplus and break prices.

Butter prices will have a direct bearing on prices received by Philadelphia milk shed producers for their milk used for cream and manufactured milk. It may also influence less directly the price for Class I milk. There is small likelihood of those prices going so low that they will affect present Class I prices on this market.

Prices for next fall, winter and early spring will be determined by production and this will depend upon feed prices. In spite of a slight drop in cow numbers production could be increased more than enough by liberal feeding to cause an actual increase. The relation between the price of feed and the price of milk and butter will determine the rate of production.

H. D. Allebach Resigns

Served Fourteen Years as Sales Manager

BEFORE another issue of the REVIEW reaches your home Mr. H. D. Allebach will have severed his active connection with your Association. His resignation as Sales Manager, to be effective on July 1, was accepted by the Board of Directors at its regular meeting on May 13-14.

Mr. Allebach was active in the organization of the Association during 1916 and upon receiving its charter in 1917 he was elected Vice-President. He was appointed Sales Manager in December, 1920, serving continuously in that position up to the date when his resignation becomes effective.

Following the refusal of F. P. "Daddy" Willits to serve again as President of the Association, Mr. Allebach was elected to that position in December, 1921, serving as both President and Sales Manager until January, 1934, when he resigned the presidency.

The reputation of the Philadelphia market as built up during these years stands comparison with that of any other milk market in the country. Not only has the Class I price compared favorably during most of the period but the weighted average price of all milk shows up even more favorably. During that period the quality of milk has been vastly improved so that the Philadelphia consumer receives a product which can be matched for quality in few large cities of the country.

Following the acceptance of Mr. Allebach's resignation the Board instructed the President to appoint a committee to draw up a resolution expressing appreciation of Mr. Allebach's service to the Association. Directors Marvel, Shangle and Ben-netch were appointed and submitted the following resolution, which was approved unanimously:

WHEREAS H. D. Allebach has served the Inter-State Milk Producers' Association long and faithfully, giving the Association, its members and all milk producers in the Philadelphia Milk Shed the best years of his life and

WHEREAS his service has been the ultimate in honesty, sincerity and devotion to his work and to the interest of all members of the Association and

WHEREAS he has been largely instrumental in developing a market which stands comparison with any other fluid milk market in the country,

THEREFORE, be it resolved that we, the Board of Directors of the Inter-State Milk Producers' Association, accept with deepest regret his resignation and extend him our best wishes in terms stronger than words can express, also extending him a vote of confidence in his honesty, ability and integrity as demonstrated during his eighteen years of devoted service to the Association.

We request that this be spread upon the minutes and a copy be mailed to Mr. Allebach's home.

Bacteria and Milk Flavors

Dr. Kenneth G. Landsburg,

Inter-State Field Representative

EVERY MONTH of the year a considerable quantity of milk is rejected by the distributors and returned to the producers, especially during the warm seasons of the year. A very large percentage of this milk is returned because of off flavors and odors, most of which are caused by bacterial action.

Bacteria are small (microscopic) one celled plants whose requirements for growth are quite similar to those of higher plants as corn, beans, alfalfa, trees, etc. In other words, generally speaking, bacteria require for rapid growth organic foods, considerable amounts of water, air and warmth, as do the higher plants.

Milk is an ideal food for bacteria as well as for human beings. This is one of the principal reasons why bacteria decompose milk so quickly. The growth and reproduction of bacteria in milk produce undesirable flavors and odors the same as are produced in the decomposition of meat, cabbage, etc. Gases produced by bacteria rise to the top of the milk can, where they can be readily detected by smell. This is why most odors are usually detected before off flavors can be tasted. The flavors developed spread throughout the can of milk, whereas the odors, which are due to gases, accumulate at the top of the can.

Sources of Bacteria

Following are the usual sources of bacterial contamination:

- 1—Udder—Mastitis, or udder infection.
- 2—Stables—Dust and dirt particles from flanks of cows, from dust of air, etc.
- 3—Utensils—Unsanitary or improperly cleaned pails, cans, milking machine tubes, coolers, strainers, etc.

Producing Low Count Milk

- 1—Keep cows clean—wash udders and teats, and wipe flanks with a damp cloth just previous to milking—clip hair from udders and flanks regularly—avoid dust and strong flavored feed until after milking.
- 2—Eliminate milk of all infected udders (mastitis milk). It is also advisable to eliminate all milk from stripper cows late in lactation, and also the foremilk from all cows.
- 3—Promptly cool evening's milk to

60° or less, and maintain this temperature at all times until milk is shipped. Cool morning's milk promptly unless it is delivered at once.

- 4 Clean utensils immediately after using.
 - a. Rinse in cold water.
 - b. Scrub with a stiff brush using hot alkali water.
 - c. Rinse and scald with boiling water.
 - d. Allow utensils to drain and dry promptly in a sanitary place.
- 5 Just previous to using sterilize all milk utensils with a sterilizing solution.
- 6 Dry hand milking. It is also advisable to disinfect the hands and udder with a sterilizing solution just previous to milking. (Chlorine products are

very satisfactory for sterilizing purposes.)

The use of the microscope is the only practical and sure method of detecting specific bacteriological troubles in milk.

Determining Cause of Odors

A few minutes with the microscope will tell whether the milk is handled properly or carelessly, in clean or unsanitary utensils and whether it comes from cows with healthy or diseased udders.

See illustration on this page.

Plate No. 1 shows a microscopic view of normal milk.

Plate No. 2 shows milk that has been permitted to turn sour, usually due to improper cooling.

Careless handling, unsanitary surroundings in barn or milk house or dirty utensils can be blamed for contamination such as is shown in Plate No. 3.

(Please turn to page 12)

WHAT CAN BE SEEN IN MILK



INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the
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Elizabeth McG. Graham, Editor
Cooperative Community Department

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Milk!!! The Food For All Ages

A Few Copies Available

Perhaps some association members would like to read in full the talk made by our new general manager, A. H. Lauterbach, at the association annual meeting last November. We have about 150 copies of the annual report containing this talk and we will gladly send a copy to those who request it.

We Need Cooperatives

The wisdom of our cooperative leaders has been demonstrated. They violently opposed any New Deal action or policy which would weaken agricultural cooperatives because, they insisted, cooperatives will be needed more than ever when the emergency acts are abandoned.

With N.R.A. declared unconstitutional, the Frazier - Lemke farm mortgage moratorium law given a similar fate and the President denied the right to remove certain officials except as specified in the law the New Deal was dealt a staggering blow on May 27. On that date the A. A. A. amendments were up before the Senate and passage was expected promptly.

The question was then raised as to whether some provisions of that act might not be unconstitutional and the bill to amend the act was turned back to committee for study and probably further change. With that situation it is difficult to predict the form the bill may finally take and even then it is probable that a Supreme Court test will be forced at an early date to determine its constitutionality.

All-in-all, the legality of detailed government control either through

N.R.A. or A.A.A. is extremely doubtful. It is now quite obvious that the one effective voice of farmers is that of their cooperatives. The one effective tool to protect farmers, should the A.A.A. be forced out, will be the cooperatives. Even with the A.A.A. retained the cooperatives will be necessary in making the A.A.A. effective.

This has been brought to the attention of Inter-State members at different times. Mr. Lauterbach's address at the 1934 annual meeting stressed it. The feature article in the April REVIEW also emphasized this point.

Your cooperatives need your support and you need their support.
LET'S WORK TOGETHER because that is cooperation.

Testing Bang's Immunity

Relief from Bang's disease is a possibility. Experiments have just been started to test a vaccine which hold out some hope as a preventive of this disease. These particular experiments are being conducted by the New Jersey Agricultural Experiment Station and are trying out a non-virulent vaccine developed by Drs. W. E. Cotton and John M. Beck of the Bureau of Animal Industry, U. S. Department of Agriculture.

The new vaccine is applied to calves in the hope of giving them life-time immunity from the disease. Should the test prove both successful and practical it will enable a dairyman to develop a negative, or abortion-free, herd as fast as he can raise his own replacements.

Vaccines have been tried before in treating this disease but with indifferent success, and in many cases being downright harmful. REVIEW readers are warned against vaccines now on the market as none of them has been able to gain the approval of experiment station or Bureau of Animal Industry scientists.

Control Board Appointments

The month of May closed with no Milk Control Board at work in Pennsylvania. It is reported that the names of two members of the previous board, Paul O. Sunday and A. C. Marburger, have been submitted by Governor Earle to the Senate for confirmation. No positive word on this is available but it is generally believed to be authentic.

There is no indication as to whom the third member might be nor as to whether he will be a third producer, a distributor or a consumer representative.

The Brake On Consumption

In searching for reasons why more milk is not consumed many answers are placed before the public, in all too many cases the answer reflecting the preconceived notions of the "searcher." But when the cold, hard truth is scrutinized, impartial observers, with few exceptions, place the reason on the reduced buying power of consumers which was imposed upon them by the depression.

It would be eminently desirable to get milk to the needy at a lower cost so their meagre funds could buy more of it. But in doing so we cannot ask the farmer to take less because he needs every cent he can get for it and no method of distribution has been developed which will serve satisfactorily at a sufficient saving to stimulate consumption in times of depression.

The depression receives direct blame for milk consumption staying at a low level according to the report of a study made by the Milk Research Council of New York. Although Philadelphia has experienced a modest increase in per capita milk consumption during the past year it is evident that these same factors have prevented a larger increase in our own market. The report follows:—"The principal cause of the decline in milk consumption in the New York metropolitan area has been the depression. Experience indicates that so long as the buying power of the population of New York remains at a low level, there will be no appreciable increase in milk consumption. On the other hand, as recovery makes its appearance, milk consumption may be expected to increase."

"Due to milk education work, especially in the schools, the average New Yorker is convinced of the value of milk as a food. This is probably why milk consumption did not decline more during the depression period."

"Figures on check clearances, employment and payroll figures indicate that there has been a slight upturn in New York. This trend was even more pronounced in 1934 in Boston and Philadelphia, where it was accompanied by an upturn in milk consumption. These facts appear to indicate that an increase in milk consumption in New York City may also be expected in 1935, provided economic conditions grow better."

Judge: "How could you swindle people who trusted in you?"

Prisoner: "But, judge, people who don't trust you can not be swindled."
—Toronto Globe.

Class I Percentages

Percentages of basic purchased at Class I price in April showed in most cases a reduction from March. This reflects an increase in production typical of the season and is accounted for largely by a larger proportion of producers approaching or passing their established basic.

The weighted average price for April shows practically no change from March, slightly larger sales in Classes II, III, and IV being balanced by a slightly higher April price in those classes. The weighted average price, f. o. b. Philadelphia, as based on all available information was \$2.387. The corresponding figure for the 51-60 mile zone was \$1.993 and in the 91-100 mile zone it was \$1.955.

Basic Utilization Percentages April, 1935

Name	Class I	Class II	Class III	Class IV	"A"
Abbotts Dairies	82	3	11	5	86*
Baldwin Dairies	87	Bal.	Bal.	Bal.	82*
Breuninger Dairies	89	Bal.	Bal.	Bal.	100*
Delchester Farms	79	Bal.	Bal.	Bal.	
Erains Dairy	77	12	Bal.	Bal.	
Harbison Dairies	85	35	Bal.	Bal.	80*
Martin Century	90	Bal.	Bal.	Bal.	93*
Myers Dairies	86	14	Bal.	Bal.	
Scott-Powell	77	Bal.	Bal.	Bal.	

*—"A" bonus on percentage of Class I. +—"A" bonus on percentage of basics.

A.A.A. and Food Prices

As this is written the A.A.A. amendments are about to come up for vote in Congress. The city newspapers have been editorializing on those amendments, the original act, the personnel of the A. A. A. and the "hardships" it has and will create. In every case they have condemned the act.

We mentioned in the April REVIEW about those who can say, in effect, "We are in favor of farm relief—as long as it doesn't cost us a cent." That opinion still holds and it is more obviously true than ever according to newspaper reports of those who might be required to give up some immediate privilege for the good of all, blaming on the A. A. A. the higher prices of all foods which have risen in price.

The memories of these propagandists are short. They have forgotten the 1934 drought, one of the worst in the nation's history, that reduced food supplies many times more than the A. A. A. did. They have forgotten, if they ever knew it, that in 1933 food prices went down farthest, were most out of line, of all living necessities. Further, they won't admit the truth that, as a whole, food prices are still under the general price level. They won't admit that the nominal rise in food prices has resulted in a distinct rise in returns to farmers.

Doubtless they see the trade reports that "buying power in farm sections is improving" but are interested only in cashing in on the spending of that extra income with no interest in perpetuating it "if it costs them a cent."

Some pertinent comments on the comparative agricultural price situation are found in the following quotations from *Consumers' Guide* of April 22:

Each depression year, industry withdrew from production thousands of acres of factories and plowed millions of workers out onto the streets. Those thousands of acres of factories were producing things consumed chiefly here in America. Agricultural acres withdrawn from production had been producing exclusively for a foreign market closed in large part by foreign tariffs. * * *

Three-fifths of the increase in food prices from March, 1933, to March, 1935, occurred in the first year. They were due to industrial and monetary recovery programs.

Two-fifths occurred in the second year. These advances were due chiefly to drought, freeze, and adjustment programs. * * *

Agricultural adjustment programs reduced supplies of only those crops (two minor exceptions: California clingstone peaches, oranges) customarily sold abroad, and for which there was no longer foreign demand. They did not reduce supplies below the amount usually consumed at home. * * *

Consumers paid 38 percent more for 10 important foods in March, 1935, than in March, 1933.

Farmers, because of the low prices they received in March, 1933, gained a 91 percent increase in prices. * * *

Better pay to farmers means better sales of city-made goods. Rural sales increased in dollars, 61 percent from February, 1933, to February, 1935. * * *

As more jobs are found as consumers' incomes are increased, farmers can afford to expand their production to supply greater quantities of food without fear that prices will be forced back to the starvation levels of 1932. * * *

Kansas T.B. Tested

Kansas, on May 1, was officially recognized by the U. S. Department of Agriculture as the nineteenth state practically free of bovine tuberculosis. The State was thus established as a modified accredited area—where tuberculosis among cattle has been reduced to less than one-half of 1 percent. The other states, in order of attaining this distinction, are North Carolina, Maine, Michigan, Indiana, Wisconsin, Ohio, Idaho, North Dakota, Nevada, New Hampshire, Utah, Kentucky, West Virginia, Washington, Illinois, Oregon, Virginia, and Minnesota.

The New Jersey Milk Control Board appointments as announced by Governor Hoffman are Wm. B. Duryee and John V. Bishop, reappointed; and Mrs. Oakley W. Cooke of Caldwell, Floyd E. Becker of Roseland, and Damon G. Humphreys of Woodstown, new appointments.

Would You?

Would you buy a "Devorpuu" automobile? The price is only \$500 delivered fully equipped! You say you never heard of such a car and that when you trade cars you will get one from a manufacturer who has established a reputation for producing good automobiles—a *proved* car. I doubt if a dairyman in the whole state would buy a "Devorpuu" automobile, but the majority of dairymen in New Jersey have purchased "Devorpuu" bulls at various times.

Yet it would be far better to buy an "unproved" (Devorpuu spelled backward) automobile than an unproved bull because when the owner of a poor car trades it in the car is gone and gone completely. This is not true of the poor bull. His influence lives on for several generations and he may cause you to lose money for many years after he has been "traded in."

The cooperative bull association is one method which enables dairymen to adopt a low-cost, long-time herd improvement program by using tested bulls. Use a proved sire! If you don't own one now prove him out as soon as possible by keeping records on his daughters, and when it is time to replace him look into the possibilities of a bull club in your section.—New Jersey Cow Testing Studies.

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

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Eleventh Annual Round-Up Of Cooperative Leaders

ROUNDING OUT eleven years of educational work, the American Institute of Cooperation will hold its 1935 summer session at Cornell University, July 15-20.

The annual summer session of the Institute has come to be regarded as the most important educational gathering of cooperative leaders in the Western hemisphere. In the past ten years the Institute has held sessions at leading institutions in representative agricultural communities from coast to coast. Its proceedings have been published in sixteen volumes totaling 9400 pages, representing 926 separate contributions by 595 contributors, in addition to the discussions.

Each year the character of the Institute has differed from previous years according to the region in which it is held and the changing aspects of national problems affecting the agricultural cooperative movement.

Business Practice Stressed

This year the dominant note of the Institute will be how to improve the business practices of cooperatives. The sessions will be in charge of men and women active in cooperative associations, whose records of success give them the right to speak with authority.

Every lecture and every conference will be focused upon this central theme. For that reason alone this year's session will have particular appeal to employees of cooperative associations as well as to the executives and directors.

There will be another significant change in this year's sessions. This year the instructional method will be followed, and lectures will be the features of the morning sessions with about sixty well-known specialists treating the subjects assigned to them. In the afternoons the subjects of the morning sessions will be elaborated in detailed treatment and general discussion by interested groups. Each of the afternoon sessions will be under the direction of a trained discussion leader.

The program covers eleven comprehensive topics from which everyone interested in agricultural cooperation should find one or more subject of special interest. Among those that should attract persons especially interested in dairy cooperatives are:

Problems of Dairy Marketing, in charge of L. A. Chapin, Secretary

of the Dairymen's League Cooperative Association.

Membership Relations and Field Service, in charge of T. B. Clausen, of the Cooperative G. L. F. Exchange, Inc.

The Practical Application of the Philosophy of Cooperation, in charge of H. E. Babcock, general manager of Cooperative G. L. F. Exchange, Inc.

Business Management for Cooperative Associations, in charge of F. W. Peck, Cooperative Bank

Commissioner of the Farm Credit Administration.

Money and Prices, in charge of G. F. Warren of the New York State College of Agriculture.

Conference for Women, in charge of Mrs. George Tyler, president, Home Bureau Federation.

A complete list of topics or detailed information about the Institute or any certain topic can be had by writing to Secretary of Cornell University, Ithaca, N. Y., or to this office.

Initial T. B. Test Completed

PENNSYLVANIA is well on its way toward becoming a modified accredited area in the campaign to eliminate bovine tuberculosis. The initial test was applied to the last herd on May 15, this herd being owned by Christian S. King, Lancaster County.

Before becoming a modified accredited area every county in the state must show less than one-half of one percent of its cattle to be infected, the test being repeated in each area at least once and repeated in each herd in which infection is found until the disease is reduced to a frequency of less than five out of each 1000 head of cattle.

The initial test was applied to this herd by Dr. Robley Evans and the event was witnessed by J. Hansell French and W. S. Hagar, Secretary and Deputy Secretary of Agriculture and several other State and Federal officers and employees whose work brings them in direct contact with the tuberculosis eradication program.

The first herd in Pennsylvania to be tested for tuberculosis was owned by J. E. Gillingham of Villanova. In that test, applied in March, 1892, 30 of 79 animals were found infected and many of them were slaughtered at a public demonstration. That procedure was entirely voluntary.

Pennsylvania became active in area test work in 1923 when Mercer county undertook the area test, qualifying as an accredited county in May, 1934. Crawford and Jefferson counties also became accredited during the same year. Up to date, 55 counties have satisfactorily completed the area test and are accredited. Twelve southeastern counties not yet accredited

are well on their way with the completion of the initial test on all herds. Each county must conduct an area test every three years in order to remain on the accredited list.

More than eighteen million dollars of Federal and State funds have been paid to cattle owners in Pennsylvania as indemnity for animals reacting to the test. About 320,000 reactors have been removed from herds in this state since the first test 43 years ago.

In commenting on the development in tuberculosis eradication Secretary French states: "The responsibility for keeping herds healthy rests with the owner now more than ever before. The State adopts quarantine to protect disease-free herds but the full value of such regulations depends upon the close cooperation of all cattle owners. If farmers, one and all, will hold rigidly to the policy of buying only cattle with proper health credentials, the danger of re-establishing diseased herds in Pennsylvania will be remote, and the cost of keeping the herds on an accredited basis will be substantially reduced."

Do you have a milk quality problem? Your association fieldmen will help you with it.

There is only one way to spell business—it must have a "U" and an "I" in it.

Advertisers like to know where you saw their advertisement. Tell them in the MILK PRODUCERS REVIEW.

Cooperatives Must Be Based On Good Economics

By Chris L. Christensen

AFTER YEARS of rather intimate contact with business operation and management of hundreds of former cooperative associations throughout the United States I am convinced that no single factor has so retarded the progress of cooperative business as that of directors failing to recognize the responsibility and the duty which the position of a director places upon him.

Duties of Directors

Broadly speaking, the duties of directors of a cooperative business association may be divided into three major groups:

1. Directors must formulate business policies that fit the needs and the conditions of the marketing job to be done. If directors have not full information and are not satisfied to make decisions relative to policies, they should immediately proceed to get the information necessary for such action rather than to rely upon personal opinion. This may mean that they will have to "mark time" for a brief period, but they should not "mark time" too long. Too many boards "mark time" without making any effort to find out why they cannot agree.

The manager should be in a position to assist the board in securing available facts and to help in interpreting such information and in weighing the significance of the facts.

Many of the large and more successful business organizations have research departments that assemble and analyze facts about the business in which the concern is engaged. While research data and statistics are not everything they are guides to better business and tools that the directors may use in arriving at better judgment. There are many who have opinions as to how cooperatives should be run, organized, and managed, but there are few who have facts as to how the business can best be conducted.

2. It is the duty of a board of directors to select competent managerial executives and then for the manager to carry into execution the policies which the board has agreed upon. In this directors are called upon to perform one of their most

This completes the article by Chris L. Christensen, Dean of the College of Agriculture, University of Wisconsin, the first installment of which appeared in the May issue of the REVIEW. It was prepared from an address by Dean Christensen before the annual meeting of the Chicago Producers Commission Association. The article is reprinted from the COOPERATIVE JOURNAL.

important duties and usually one of their most difficult tasks. The manager must be a man of executive ability and experience to carry out policies consistently and to handle administrative matters and personnel problems efficiently. To obtain such a man, farmers must be willing to offer salaries comparable with those paid to executives in other lines of business.

It is the duty of the manager and his staff to translate the policies and plans of the directors into action and to do so efficiently and economically.

The accounting system must be developed to fit the needs of the business; it cannot be purchased "ready made" or used because some other organization has the same system. The lack of adequate and reliable accounting methods and records is a common cause of membership dissatisfaction.

3. Directors should not only see that their policies are actually put into action but should also keep in touch with result and appraise them. It may be that some of their policies will prove to be unsound. If so, there is but one thing to do, and that is to discard them and formulate new ones. Frequently directors formulate certain policies and the manager does as he pleases, and the directors never take the time nor make an effort to see whether or not their policies were put into effect. Directors guiding the destinies of large industrial and commercial corporations are constantly finding it necessary to see that policies are not only formulated but they are actually put into action by the manager and the employees of the organization. The same should apply in full force to agricultural cooperatives.

The depression has demonstrated the value of sound financing in cooperative associations. Only a well financed association can weather the storm of distress without either being seriously crippled or without injury to its members.

Must Be Soundly Financed

Proper financing calls for adequate reserves built up by small but regular deductions for this purpose. These reserves are the shock absorbers which protect the association while traveling over the rough highways of fluctuating prices.

The size of this reserve will vary with the type of organization, and with the commodity to be marketed. Small risks are found in some cooperative marketing organizations. In others there is a greater need for a large liquid reserve to take care of violent price fluctuations and deterioration in quality of product handled. As yet, no rule has been established by which one can say arbitrarily how large a reserve each type of cooperative association should have, in order to meet the emergencies and risks incident to the business.

The existence of an adequate reserve fund for unforeseen contingencies is, to the cooperative, what a small savings fund is to the individual family. Without a reserve fund to care for unexpected expenses, a cooperative association which is otherwise strong may be unable to weather a period of stress that otherwise it could pass through safely.

Intelligent Support Needed

In dealing with farmers' cooperative associations, we need to recognize that "it is the men who cooperate, and not the commodity." Commodities cannot cooperate. It takes men, working together intelligently in accordance with "business rules" to make cooperatives function successfully. It is this "human factor" in cooperative business undertakings that explains why cooperatives must be built from the ground up and must start as small economic ventures.

Just because there is an opportunity to improve the marketing situation through cooperative organization does not, in itself, mean that the goal will be realized by and through a cooperative. It will not be realized unless and until farmers learn to work together in the carrying out of some of the functions

(Please turn to page 12)

The Cooperative Community

Elizabeth M^cG. Graham, Editor

Habits

HANNAH McK. LYONS, M. D.



"beauty of character" and its attainment. After all does not "beauty of character" narrow down to the formation of right habits beginning with babyhood?

A small town wakes up in the morning to the shocking fact that several homes have been entered during the night—robbery—but who? And still more shocking when a little later it was revealed that the theft had been made by a group of their own town boys; boys of their Sunday Schools, their public schools, their own homes.

When the teachers of one of their Sunday Schools met, the Assistant Superintendent with a deep concern for young people he knew so well and loved brought the question, "What have we been teaching that such a thing could happen?" Has obeying God's law meant to them obeying community laws; respect for others' property; has the study of the Ten Commandments meant more than the accomplishment of a memory task? When that teachers meeting adjourned they had planned to take something each Sunday such as truthfulness, honesty, neighbor—just old time fundamental words, and make a live ten minutes such as everyone would remember.

Last week I happened to pass a group of quite small boys busy with a game of marbles. My attention was arrested because of the irritated, screaming voice of a rather pretty black haired boy of six or seven as he continuously challenged the other players with unfairness. It seemed he did not even look if they were "on the

(Please turn to page 15)

LETTER BOX

"In our MILK PRODUCERS' REVIEW for May we noticed that your Two-Foot Shelf of Cooperative Books is offered for loan to rural communities. Two of the books I read last week, "Christ and Japan" and "The Awakening Community," and reviewed both of them before our Womens' Club, in the Clear Spring Library in connection with our reading course. Our club was so pleased with the reviews that we are asking you for the loan of the Shelf for our library."

Mrs. LEO A. COHILL,
Clear Spring, Maryland.

(Note: In response to this letter, the Travelling Two-Foot Shelf of Cooperative Books is being scheduled for Clear Spring, Maryland, for the month of June.)

Kagawa and the Cooperatives

By Helen Topping

Religious education and peace groups on May 2nd sponsored what was possibly the first public meeting in Philadelphia devoted to the subject of the cooperative movement. The meeting, held in one of Philadelphia's largest Episcopal churches, was addressed by Miss Helen Topping of Japan, who spoke on the work of Kagawa, the great religious leader "who builds churches and cooperatives." The following article is the substance of her description of Kagawa's work brought by Miss Topping to church and educational groups throughout this country.—Reprinted from "Consumers Cooperative."

America is the youngest, biggest, and richest of the great world powers; Japan the oldest, smallest and poorest of them. Such extremes of difference tend to misunderstanding, especially just now when cheap Japanese goods, sold in American markets, are creating a feeling of economic competition. The solution of the problem of competition between Japan's and America's trade lies not in war and violence, but in the development of the cooperative movement in both countries, and in all countries of the world. Japan's cooperatives began about 1900 and now embrace a third of her population.

Japan's cooperative magazine is the largest in the world in its monthly paid-up circulation. All over the rural districts farm families meet informally in the evenings for recreation and to read this publication, which is designed to educate non-members of the cooperatives up to the point at which they will join the movement.

The most outstanding person building the cooperative movement in Japan, is Toyohiko Kagawa. At 21 Kagawa went to live in the slums to try to abolish them. After five years, he said, "One individual working for individuals cannot change society."

Then Kagawa began to organize the Japan Federation of Labor. He started the first labor school, and first labor newspaper. He organized also the Farmers National Federation, and then got both farmers and laborers together to work towards universal suffrage. Voter-control is coming slowly, but is after all, like employee-control, only a minor part in the picture.

Kagawa has learned to place his main emphasis on organizing farmers, laborers, and all classes in Japan into the cooperative movement. He is winning also the social workers and the church workers, and they are being educated by him in large numbers to the cooperative movement. Since 1918 he has devoted his concentrated efforts to the cooperative movement.

Folk schools based on the Danish system have been founded by Kagawa. He is recruiting leaders from university students in five big Tokyo universities, in each of which he has started cooperatives.

Kagawa is also educating the physicians and nurses of Japan to participation in the cooperative movement, and in the last three years 140 medical cooperative hospitals have been started largely due to his work. The medical cooperative has reduced the amount the farmer spends for medical care from 28 percent to 9 of his annual income, on the average, in some of Japan's northern and most famine-stricken provinces.

Kagawa is an important potential factor on the horizon of the international cooperative movement, partly because of the way in which he is educating the hitherto un-reached classes. He is to go to Australia to its Centennial celebration, and was in

the Philippines last February. He has been three times to America. Translations of his books have been in many languages. In 1931 in America he spoke in 16 universities and colleges on the cooperative movement. They did not know what he was talking about then, but they will understand better next time.

Although only 46, Kagawa is already a world-wide authority among Protestant Christians. He cooperates with his government without becoming a slave to it, but rather giving a valuable example of how government can be made to serve the cooperatives organized by the people. He cooperates with the machine age, teaching that the machine can be fully subjugated to the service of humanity.

Kagawa is a great prophetic example to Western Christians of leadership in the cooperative movement.

(NOTE: Several of Kagawa's publications are included in the Two-Foot Travelling Shelf of Cooperative Books which may be scheduled in your community for one month by writing to the Women's Committee, Interstate Milk Producers' Association, 219 N. Broad Street, Philadelphia.)

Verse for a Child

Seasons come
And seasons go;
Sometimes fast
And sometimes slow.
Our apple tree
In the orchard knows
Exactly when
To change its clothes.

JAMES S. TIPPETT
in "A World to Know."

A little gate my book can be
That leads to fields of minstrelsy.
And though you think I sit at home
Afar in foreign fields I roam.

ANNETTE WYNNE.

Youth and the Cooperative Ideal

To all who are concerned with advancing the co-operative ideal, and to anyone sincerely interested in developing co-operation as a solution to our economic difficulties, the significance of co-operative education must be apparent. Such education, of course, has to include adults as well as youth, but it is to the latter we will some day look for our leaders and our evangelists of the new order. Youth is more plastic than "old" age. It is willing to experiment, to adventure. We have come to a point in the evolution of our society where we are faced with certain inexplicable problems. Our pioneering from now on has got to be along social and economic lines. Since youth are by nature pioneers, is it not logical to suppose that our greatest—perhaps our only—hope is the education of the new generation in a theory and an ideal that an older generation cannot so easily accept?—JAMES R. MOORE.

Step by Step

(Community Cooperative Series No. 2)

The school superintendent at the second community meeting proposed that we invite someone from outside to come in and tell us what other communities were doing. The folks didn't enthuse over the idea right away but they didn't object. I think they had begun to feel that the meetings were rather tiresome, talking over business all evening—like just a plain meat-and-potato meal. Several had said they guessed they wouldn't come again.

Well, we thought and thought, and I said, "Now here's where we make or break our community—if we can get this wedge in tight and firm we can go on with our community building, but if we lose this opportunity—well, we just can't lose!" So for a speaker next time we chose, not a radical, not a conservative, not a man to be catalogued at all. One who understood folks, from the children to the grandparents. He didn't preach, he didn't teach. He simply won their confidence, as he talked to them in their own language of the work of Cooperative Communities.

They were attentive—they were interested—they asked questions. We had succeeded. They had caught a gleam!

At the following meetings we arranged to have just one talk educational yet not too far from the economic. We heard about a neighboring egg cooperative, of a distant cotton and a fruit growing cooperative. And very gradually about other types of cooperative marketing, of cooperative purchasing and the great cooperative movement as a whole.

Some of the folks that never would speak in public, read at the meetings a few "news" sentences about people all over the country and in other countries too—who had built cooperative hospitals, gas stations, cooperatives for insurance, for savings and loans and many other needs. They began to see that this was a new method, with business conducted for service in which everyone in the community could work together not only to benefit the whole community, but each family as well.

After a while we dared introduce a moving picture, a play. They were learning about the work and worries of other communities, becoming more understanding, more tolerant. Still just a community, but no longer sliding. Slowly building a solid line on the educational side of the triangle.

And they didn't stay home from these meetings. They continued to come, they brought their families, their neighbors. One night someone suggested they bring their songbooks. The school teachers came, the ministers, a lawyer. Why were all these folks interested? Their living had

been pretty dull for a long time in this community. They, too, had caught the gleam.

And as they worked together and studied together, they began to play together, neighbor with neighbor. And one night in meeting a member of the school board got up and said, "Ladies, if you'll each bring a few sandwiches next time, I'll bring some cream for the coffee and a can of milk for the children." And the local dairyman said, "And next meeting after that, I think several of us dairymen might get together and bring ice cream for everybody. That will be in July. Why not make a community picnic of it?"

I looked at Bill, and he said, "And just buckle in with a bit of a grin. Just take off your coat and go to it. Just start in to sing as you tackle the thing. That 'cannot be done,' and you'll do it."

The three sides of the community triangle—developing economically, educationally and socially—were complete! A cooperative community had been born. How it grew is still another story.

Our beliefs grow out of feelings, and these grow out of our information, day by day.



AMONG NEIGHBORS

The New York Times of Sunday, April 7th, carried in its business section a full column describing the rapid growth of the cooperative movement in the United States which the Times attributed to "the elimination of unnecessary expense, greater efficiency and avoidance of duplication in handling costs." Among a number of religious publications carrying recent articles on this same subject was the Epworth Herald, a journal for Methodist youth, which carried two articles in its April issue.

Seven large farm cooperatives federated into National Cooperatives, Inc., which jointly purchase petroleum supplies and related by-products, were able at a recent annual meeting to report increases in volume of business in 1934 ranging between 30 to 70% greater than in the previous year. The 1934 sales exceeded 19 million dollars with savings of \$1,349,620 patronage dividends and reserves.

More new cooperative organizations were formed in Pennsylvania during 1934 than in any of the previous nine years, reports the Cooperative Journal. Among these are cooperatives for marketing wool, cut flowers, for buying farm supplies, petroleum products and a number of community groups for cooperative purchasing of household and personal goods under specification and laboratory test.

Cooperative cotton ginning in Texas and Oklahoma is growing by leaps and bounds. Local cooperatives in this area ginned more than a half million bales during the last season, with revenues amounting to more than 20 million dollars, an appreciable portion of which could be turned back to members as patronage dividends.

The Hillsboro-Queen Anne Cooperative, operating in Maryland, Delaware and Pennsylvania is canning more than a million dollars worth of vegetables each season. A cherry cooperative in Oregon is handling 60 per cent of the total cherry production in its area.

The first international shipment of cooperative oil went during the spring months (Please turn to page 15)

Directors Met May 13-14

THE BOARD OF DIRECTORS of the Inter-State Milk Producers' Association held its regular bi-monthly meeting at the association offices on May 13-14 with all members present during the meeting except S. K. Andrews who was absent from the first day's session. F. M. Twining and H. E. Jamison also attended.

Routine business such as reading and approving of minutes of the previous meeting and of meetings of the Executive Committee since the last Board meeting were disposed of.

The Secretary announced the names of all present Board members whose terms will expire at the time of the 1935 annual meeting. They are: Allebach, Andrews, Book, Donovan, Sarig, Willits, Welty, Cook and Price. The Secretary also reported that the Federal Trade Commission report is being published and sufficient copies will be supplied for all Directors and some for others interested.

Discussion followed on the offer of a manufacturer of a milk cooling unit to sell through the association at a reduced price. The proposition was tabled because of the difficulty of insuring adequate service, the added cost of clerical work which might be entailed, and the possibility of such a move being interpreted as endorsing the requiring of mechanical coolers which in some cases would be an unnecessary expense to producers.

A letter from Professor E. B. Fitts relative to offering a prize to the association member with the highest scoring milk at the 1936 Pennsylvania Farm Show was read. It was voted to award an appropriate prize for this purpose.

Reports on dairy legislation were heard from Mr. Shangle for New Jersey, Mr. Keith for Maryland, Mr. Cook for Delaware and Mr. Welty for Pennsylvania. A summary of the outcome of State Milk Control Board legislation was covered in the May issue of the Review. Mr. Twining reported that the uniform milk testing law passed the Delaware and Maryland legislatures in substantially the form drawn up and that it is making progress in the Pennsylvania legislature, having been introduced by Mr. Westrick, Chairman of the House Committee on Agriculture.

Dates for the 1935 annual meeting of the Association were discussed and Wednesday-Thursday, November 20-21 selected.

Mr. Allebach gave his report as Sales Manager, stating that the Philadelphia market is in good

shape and that some of the dealers were taking on occasional producers who meet inspection requirements. Class I percentages on secondary markets are low as compared to Philadelphia. This percentage among the larger Philadelphia dealers shows relatively small variation.

A Dairy Council report was presented by C. I. Cohee, Secretary-Manager, in which he stated that in the previous month 242 meetings were held with consumer groups. He also called attention to the Dairy Council exhibit at "Philadelphia on Parade," an industrial and commercial exposition then in progress.

Mr. Twining gave a report of Field and Test department activities, stating that in addition to regular work of the field representatives, Dr. K. G. Landsburg had talked before 5,500 students in 42 vocational agriculture schools. Seventy classes were included. Conferences to continue this work were reported on. A summarized report on the butterfat tests of street samples of milk was made to the Board.

Directors individual reports were dispensed with except as special problems needed attention. One of these, raised by Mr. Marvel, concerned requirements of the Newark board of health with reference to straw or corn stalks in barn yards.

At the executive session of the Board Mr. Allebach's resignation was read and after discussion approved to be effective July 1.

After considerable discussion it was moved, seconded and passed that the Executive Committee be

authorized to hire a General Manager for the Association.

A motion was approved that a committee be appointed to draw up a resolution showing the appreciation of the Board for the services of H. D. Allebach who is retiring as Sales Manager on July 1. The resolution as it appears on Page 2 was approved unanimously by a rising vote.

The report of the redistricting committee as given by John Carvel Sutton, chairman, was approved. Following this report, given herewith, the meeting was adjourned.

Transfer Eight Locals

Eight Locals were transferred from one district to another in order to equalize more nearly the size of districts. The names of each Local changed, the number of the district and the Director representing the district to which the Local was transferred is given in each case, together with similar information on the district from which the Local was transferred.

Princess Anne and Snow Hill Locals from District 11 (Marvel) to District 2 (Andrews).

Lingelstown and Lykens Valley Locals from District 13 (Otto) to District 3 (Bennetch).

Ridgely Local from District 19 (Sutton) to District 10 (Keith).

Goldsboro-Marydel Local from District 10 (Keith) to District 11 (Marvel).

Chesterfield Local from District 16 (Shangle) to District 20 (Joyce).

Fulton County Local from District 25 (Welty) to District 21 (Troutman).

Annual Meeting Committees

President B. H. Welty has announced his appointments to committees for the Inter-State Milk Producers' Association annual meeting to be held November 20-21, 1935.

A. R. Marvel was named general chairman. The program committee consists of B. H. Welty, chairman; J. H. Bennetch and Philip Price. John Carvel Sutton is chairman of the banquet committee and serving with him are R. I. Tussey and Ira J. Book. Appointments to the entertainment committee are C. H. Joyce, chairman; Oliver C. Landis and H. W. Cook.

A women's committee is being selected but as its personnel is not complete announcement will not be made until the July issue.

These committees will develop plans for their respective parts in the annual meeting, starting work well in advance so as to assure a successful event.

"Is this the Fidelity Insurance Company?"
"Yes, ma'am, it is. What can we do for you?"

"I want to arrange to have my husband's fidelity insured."

Teacher: "Robert, if you are always very kind and polite to all your playmates, what will they think of you?"

Robert: "Some of 'em would think they could lick me!"—*Chicago Daily News*.

Rejected Milk Service—Losses Cut In Half

OUR ASSOCIATION started "the prevention of returned milk service" during the late summer of 1932. At the start our fieldmen called at the farms of those affected and, by using the trial and error method of examining production methods, tried to locate the source of trouble.

With the further development of this work we saw the necessity of using the microscope and now we feel that we have built up a very efficient, valuable and comparatively inexpensive service which is saving thousands of dollars for our members, especially during the summer months.

An explanation of what bacteria do to milk and how milk with different types of contamination looks under the microscope is given on page 3 by Dr. K. G. Landsburg of the Field and Test Department. It shows whether the trouble is or is not caused by bacteria. In either case the member is notified by letter and if the trouble is not bacterial he is advised that he should check his pasturing, feeding and stabling methods to prevent the possibility of the milk absorbing strong odors.

If the microscope reveals the presence of bacteria, then we notify the member what kind of bacteria are found, whether those that come from inefficient cooling, those from unsterile utensils, etc., or those from abnormal conditions of the cow's udder.

This method can be likened in some respects to the technique used in modern dentistry wherein the X-Ray shows which tooth is abscessed making unnecessary the extraction of a whole mouthful of teeth to find one trouble-maker.

Special Help Given

A typical example of "working in the light" as revealed by the microscope occurred recently with a member who is selling milk to a non-cooperating dealer. This member phoned our office for help, saying that his trouble was reported by the receiver to be grass or garlic. A microscopic examination of the milk showed streptococci, the bacteria that are associated with mastitis, and a trip to the farm by a fieldman found that two cows were affected.

We recall very definitely, another example. When our work first started, before we used a microscope, one of our members was having part of his milk rejected almost every

day. The member honestly thought he was cooling his milk adequately and therefore this important phase of his production methods was not checked on the first several visits to the farm. His cows were tested for indications of udder trouble and his milk pails scrubbed, scoured, and scalded repeatedly without eliminating the trouble. Finally, after several visits by two different fieldmen, inefficient cooling was found to be the actual cause of the trouble.

Great Improvement Noted

Had the microscope been used at that time it would have been discovered at once that poor cooling was the trouble and that could have been found without anyone having to visit the farm. This member has had practically no milk returned since the summer of 1932. Many other members who formerly had a great deal of milk returned now have none, and others have very little.

The amount of milk turned back from one large Philadelphia plant during the months of May, June, July, August and September was

reduced by 346,199 pounds the first year this service was established and has declined each year since. The number of letters sent to members reporting our findings on rejected milk was only 66 percent as great in 1934 as in 1933 and this year it has been reduced to 47 percent, using the same period for comparison each of the three years.

An average of from only three to four hundred pounds per day is being rejected at two of the largest Philadelphia plants today. In 1932 the same two plants rejected an average of over 1800 pounds per day during the entire summer.

The letters sent to members upon whose rejected milk tests have been made, indicate the most probable cause of trouble. Also given in these letters are instructions on how to eliminate the trouble. Additional literature is sometimes enclosed, especially covering certain subjects.

There are surprisingly few members who have had repeated trouble of this kind after following suggestions based on results of the microscopic examination.—F. M. Twining, Director, Field and Test Department.

Emergency Pasture Crops

Late July and the month of August are nearly always short pasture months, during which heavy supplementary feeding with grain and silage or soiling crops is necessary to prevent serious falling off in milk production, we are reminded by Professor J. B. R. Dickey of Pennsylvania State College.

Sometimes there are fields of second crop clover which can be pastured, but the surest and most productive pasture for the hot, dry months seems to be Sudan grass. It is ready to graze 5 or 6 weeks after seeding and on good soil will carry as many as three cows an acre from July 15 until killed by frost. Sometimes the first growth is pastured later. It is advantageous but not necessary to have two patches of Sudan grass, so that one may be recovering while the other is being grazed.

Sudan grass seed should be drilled shallow on a well-prepared seedbed about June 1 at the rate of 30 or 40 pounds per acre. Manure, or liberal use of a good complete fertilizer high in nitrogen, will stimulate maximum growth. There is some

evidence that Sudan grass does not thrive on very sour soil without lime. The cattle may be turned on when the grass is about 18 inches high. Sudan grass is related to the sorghums and may be poisonous after it is frosted.

Feed Calves With Surplus

Calf feeding affords one of the best methods of using surplus milk in the flush production season, according to Professor J. W. Bartlett of the New Jersey College of Agriculture, New Brunswick.

An artificial nursing device is reported by Professor Bartlett to have been found successful in feeding milk to calves. The device consists of a pail with a rubber nipple and a valve. This plan of feeding is said to save labor and results in a more natural ingestion of the milk. Calves seem to thrive under this feeding method and the upkeep of the equipment is negligible.

Call on your Inter-State field representative for help on returned milk troubles.

SAVE MONEY ON EGG CARTONS

BUY DIRECT From Factory

Give your eggs the mark of quality—pack them in Continental "SAFETY" Cartons with your name or brand on them—get top prices always when you sell wholesale or when you deliver direct to private trade. Continental "SAFETY" Cartons are handiest, easiest to pack, safest to carry by auto, truck, or train—or in the housewife's market basket. Each egg completely surrounded by a "shock absorber" that prevents breakage, or movement of eggs.

BETTER PACKING - BETTER PRICES

Begin now to take your eggs out of the common grade and put them in the "Extra Select" class. Continental "SAFETY" Cartons, with your name or brand on them, will do the trick for you. And the cost is mighty little. In fact, the prevention of breakage will more than pay for the Continental "Safety" Cartons you use. Investigate. Write today for full details, and low direct-from-factory prices.

FREE

SAMPLE sent post-paid. Send no money—just name and address in coupon below, or on penny postcard. No obligation.

The Safety Carton & Container Co.
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The Safety Carton & Container Co.,
Dept. 1-F, 1645 Blue Rock St.,
Cincinnati, O.
Please send sample Continental "SAFETY" Egg Carton, low factory prices, and full details. No obligation on my part.

Name _____
Address _____
City _____ State _____

Cooperatives Must Be Based On Good Economics

(Continued from page 7)

of marketing and distribution in which they have a common interest.

These cooperative business ventures succeed best when they begin in a comparatively small way. In this way farmers learn the type of organization best suited to their local and regional conditions. They learn the essentials of efficient operation and the necessity of providing their organization with directors who will direct, with managers who can and will manage ably, and the importance of adequate finances.

The members learn that it is to their individual and collective advantage to select the best men as directors. The directors learn that to operate a business successfully they must employ a manager possessed of business ability and integrity.

When once a group has made a successful start in a cooperative venture, there is no more basic essential for continued success than

to have, within it, a membership that is thoroughly familiar with its activities, and responds to its needs. Members are, after all, the owners of the cooperative association and of the products handled by it. They are the ones who will make the final judgment on the success of the organization and its policies.

The strength of the cooperative movement lies in its democracy. Its organization has its roots at home with the people on the farm and in the community. It starts when men know one another and have, or may have, confidence in one another. This enables farmers, individually and collectively, to attend to their marketing problems. They decide what marketing service can best be done locally and regionally and those services which require large scale organization. I am inclined to believe that the cooperative method of organization and responsibility by farm groups can be made to have a far-reaching influence in breaking down some of our trade barriers both at home and abroad. The cooperative method provides a chain of economic units mutually dependent and yet locally rooted as to control.

Bacteria and Milk Flavors

(Continued from page 3)

Plate No. 4 shows a typical microscopic view of milk which came from an udder infected with mastitis (garget).

All milk contains a very few leucocytes (white blood corpuscles) as shown by the irregular shaped solid areas in these sketches. The abnormal number of these in Plate No. 4 is, in itself, a strong indication of mastitis. Fat globules are present in all milk and show up faintly under the microscope.

There are several simple methods of detecting off flavors and odors and their causes, such as the sense of smell, alcohol test, methylene blue test, brom thymol test, chlorine test (for mastitis), etc.. However, the microscope is recognized as the most accurate and satisfactory method of detecting the actual cause of the various off flavors and odors.

Please feel free to call upon your association for help on milk quality problems. A field representative will help you find your troubles and study out means of correcting them.

Judge: "So your matrimonial life has been very unhappy? What was the trouble. Was it December married to May?"

Chloe Johnson: "Lan' sakes, no, jedge; it was Labor Day wedded to de Day ob Rest."

Wisconsin Dairy Situation

Wisconsin, with approximately ten percent of the nation's milk production, exerts an important influence on the supply of milk and milk products. Most of the nation's cheese is made in Wisconsin while that state and those bordering her can account for more than one-half the creamery butter produced. Likewise, evaporated milk production is concentrated in that same area.

As the price our own farmers get for milk other than Class I is determined directly by the price of butter and this price is influenced by the supply of that product and related products we should know what is taking place in that dairy manufacturing area as it may affect our future price. It is interesting also to compare our prices with theirs.

The May Federal-State crop and market report from Wisconsin informs us that the number of cows on farms on May 1 was 8 percent below a year ago but 24 percent more calves were being raised. Production per cow is reported as 7.3 percent higher than a year ago but with fewer cows actual milk production per farm was 1.1 percent less.

The price received by Wisconsin producers averaged \$1.36 per 100 pounds in April, the same as in March and January, but six cents less than in February. The producer of milk for cheese got \$1.28, for butter \$1.33, for evaporated milk \$1.46, and for fluid market \$1.59. The farm price of butterfat was \$.37 and of farm butter \$.35.

The index price of a dairy ration is reported as 123 (1910-14 equals 100) while 100 pounds of milk would buy 86 pounds of a typical Wisconsin dairy ration. It would take 116 pounds of milk to buy 100 pounds of feed.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk, for May, Weighted Average price for March (M) or April (A). All prices f. o. b. city except New York applies to 201-10 mile zone.

Market	Class I Price	B-fat Differential	Retail Price	Average Weighted Price
Philadelphia	\$2.60	4c	11c	\$2.387 A
Pittsburgh	2.48	4	11	1.99 M
New York	2.445	4	13	1.82 M
Atlanta	2.50	4	14	2.20 M
Spokane	1.91	5.45	?	?
Washington	2.73	7	11	?
Detroit	2.48	4	12	2.08 M
Akron	2.35	3.5	11	1.957 M
Boston	3.41	3.5	13	2.76 M
Providence	3.33	3.5	13	2.92 A
Richmond	2.70	3.5	13	?
St. Louis	2.25	3	12	1.82 M
Minneapolis	1.95	4	10	1.70 M
Hartford	2.94	4	13	2.84 M
Charlottesville, W. Va.	2.80	8	14	2.535 M

Advertise your surplus stock in OUR FARMERS EXCHANGE of the REVIEW.

Lauterbach Named General Manager

(Continued from page 1)

you solve your milk problems, you are not going to get what you want unless you have a real strong cooperative organization. The last fifteen years of my life, (outside of the last year I spent in Washington), have been spent helping organize cooperatives such as this. It takes time to develop a real cooperative organization. As a matter of fact, it must almost become a religion with the membership."

In closing his address, Mr. Lauterbach again emphasized the importance of the cooperative movement with the statement, in part:

"Just another word with reference to your cooperative organization and the cooperative movement. I want to go on record again saying that the best thing you can do, regardless of what the state and Federal governments do, is to strengthen your cooperative organization. I believe it is absolutely necessary for a unit like yours to belong to a large unit such as the National Milk Producers' Federation. I hope the day will come when the National Milk Producers' Federation and other farm organizations will become much stronger than they are today, so that they can go to Washington and get better results."

This attitude speaks well for Mr. Lauterbach's future success in this organization. He comes here firmly convinced of the soundness of the cooperative movement and with the foundation of 18 years successful work on which he can build we may look forward to a continued growth of the Inter-State.

South Pole Guernseys Return to America

"The Byrd Expedition has proved that a vigorous, purebred dairy cow can thrive, produce large quantities of milk and reproduce in the coldest of climates," said Dr. J. W. Bartlett, professor of dairying at the New Jersey College of Agriculture, in commenting on the return of Admiral Byrd's party with two purebred Guernsey cows and a 17-months old bull born on board ship about 247 miles north of the Antarctic Circle.

The two cows were Foremost Southern Girl, owned by Emmadine Farm, New York, and Deerfoot's Guernsey Maid, owned by Deerfoot Farm, Massachusetts. The bull is a son of Klondike Gay Nira, owned by Klondike Farm, North Carolina. This cow, which freshened shortly

before landing at Little America, developed troubles from exposure while landing and establishing camp and was killed last December.

Speaking of the Antarctic Guernsey herd, Edgar F. Cox, herdsman with the Byrd Expedition said, "The cows came through in fine shape. Except for slight seasickness two days on the ship they were never off feed. At Little America we had temperatures as low as 71 degrees below zero, but the cows as well as the calf were always ready to eat."

The explorers have just returned from nearly 19 months' absence during which they and their cows travelled 20,000 miles, twice traversed the tropics, and spent a solid year at Little America near the South Pole on the great Antarctic continent. The cows' ration during the entire time was Larro, dried beet pulp and hay.

Farmer to New Hired Man: "Where's that mule I told you to take out and have shod?"

New Hand: "Did you say 'shod'? I thought you said 'shot.' I've just been buryin' her."—Boston Evening Transcript.

Grass Alone Not Enough

The stimulating effect of grass usually results in increased milk production. At the end of six or eight weeks, however, cows that are dependent upon this ration entirely will go down in milk production as well as in body weight. As a result it is rather difficult to bring them back in production by starting to feed grain.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of April, 1935:

	NO.
Butterfat Tests	5444
Plants Investigated	33
Calls on Members	458
Quality Improvement Calls	40
Herd Samples Tested	515
Membership Solicitation Calls	119
New Members Signed	13
Cows Signed	148
Transfers of Membership	128
Brom Thymol Tests	308
Microscopic Tests	56
Meetings of Locals	1
Attendance	8
Vocational School Lectures	26
Pupils Attending	1862

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MILK**

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Your high-count problems are solved when you use HTH-15. This modern chlorine carrier kills bacteria quickly and is safe to use on milk equipment. It comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping.

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Advertisements must be received by June 29 for July issue.

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Horace F. Temple

Incorporated
WEST CHESTER, PA.

Heavy Production This Spring

VERY LITTLE CHANGE has occurred in the Philadelphia market during recent weeks beyond the usual spring increase in production. Receipts at Philadelphia are on approximately the same level as during corresponding weeks in 1934 indicating that consumption is holding about steady right now. Total cream receipts during May are falling behind 1934 with most of the drop accounted for by 32 percent less cream from states beyond the milk shed.

Combined milk and cream receipts from the milk shed, as covered by the four weekly market reports issued in May, show a decrease of 2.1 percent calculated on a milk equivalent basis. Total combined receipts at Philadelphia from all sources showed a decrease of 6.3 percent. Milk receipts during the four weeks were 22,199,640 quarts as reported by the government market news service. Total receipts of 40 percent cream were 898,600 quarts of which 387,920 quarts originated from the states comprising the Philadelphia milk shed.

These figures reflect consumption trends and show the effect of cold weather during May on the demand for cream. The receipts of both milk and cream from January 1 to May 25 are well above 1934 figures, indicating higher consumption.

Every evidence points toward higher milk production. Total receipts of milk by many dealers are as large as a year ago with fewer producers supplying the milk. This means that most of those producers who are not now shipping to those dealers are finding other markets, thus adding to the total available supply.

An abundance of milk is reported over the entire mid-Atlantic area and with milk easily obtained considerable price cutting is reported in some markets.

The shortage of rain during May has held back pastures and unless this situation is relieved soon will affect the crops of hay and other forage as well as pasture. Such a situation would reduce production but would also increase costs.

The milk market situation over the country showed only a few minor changes recently in producer prices. Practically all of these changes were downward revisions with Tulsa reducing prices 24 cents a hundred pounds, accompanied by a retail price reduction.

Several milk licenses were amended but most of these did not affect Class I prices.

Butter prices took a sharp drop during the month with production returning to about the 1934 level while cheese prices fluctuated less sharply. Butter is going into storage, thus serving to hold prices at or near present levels unless disturbing factors should develop. Total cheese production is well below the 1934 level but in May it approximately equaled May, 1934, production. Storage stocks of cheese were smaller on May 1 than a year ago after having been larger for several months.

Evaporated and condensed milk production are well ahead of 1934 with a larger sales demand than ever before.

Storage supplies of these products were about 40 percent as large as a year earlier which, combined with 12 percent greater production, reflects the increased consumption of these competitors of fresh milk.

Reports from the dairy states from Ohio to Minnesota indicate excellent conditions for heavy production.

The average price of 92-score butter at New York during May was 27.31 cents per pound, a drop of 7.17 cents below the April average but 2.82 cents above the May, 1934, average. On this basis the price on the Philadelphia market for Class II and IIIB milk is \$1.26 and for Class III milk is \$.96, f.o.b. loading platform or receiving station. On secondary markets in Pennsylvania the Class II price is \$1.41, Class IIIB price is \$1.26 and Class III price is \$.96, f.o.b. the dealer's city plant.

First Mother: "Are you bothered much by your children telling fibs?"

Second Mother: "Not so much as by their telling the truth at very inappropriate times."

MAY BUTTER PRICES			
92-Score			
Date	Phila.	New York	Chicago
1	30 1/4	29 1/4	28
2	29 1/2	28 1/2	27
3	29 1/2	28 1/2	26 1/2
4	29 1/2	28 1/2	27
5	29 1/2	28 1/2	27
6	29 1/2	28 1/2	27
7	29 1/2	28 1/2	26 1/2
8	29 1/2	28 1/2	26 1/2
9	29 1/2	28 1/2	26 1/2
10	29 1/2	28 1/2	26
11	29 1/2	28 1/2	26
12	28 1/2	27 1/2	25 1/2
13	28 1/2	27 1/2	25 1/2
14	28 1/2	27 1/2	25 1/2
15	28 1/2	27 1/2	25 1/2
16	28 1/2	27 1/2	25 1/2
17	28 1/2	27 1/2	26 1/4
18	28 1/2	27 1/2	26
19	27 1/2	26 1/2	25 1/2
20	27 1/2	26 1/2	25 1/2
21	27 1/2	26 1/2	25 1/2
22	27 1/2	26 1/2	25 1/2
23	27 1/2	26 1/2	25 1/2
24	28	27	26
25	27 1/2	26 1/2	25 1/2
26	27 1/2	26 1/2	25 1/2
27	27 1/2	26 1/2	25 1/2
28	26 1/2	25 1/2	24 1/2
29	26 1/2	25 1/2	24 1/2
30	26 1/2	25 1/2	24 1/2
31	26 1/2	25 1/2	24 1/2
Average	28.31	27.31	25.94
April '35	35.47	34.46	32.81
May '34	25.48	24.49	23.22

Habits

(Continued from page 8)

line," just that wild torrent of words. As I studied the fair face of the other child there seemed written endurance of the screaming, but also the fact that he knew he was "being fair." He was "on the line"; and doing "no sneaking up." Where did that small boy learn to scream all through an interesting game? Children are great imitators; they talk and act the things they see and hear.

A baby is in the home, a child to train for life. Life is like a great wonderful voyage. Like the ship with its pilot, the child needs a guiding hand to keep a safe and steady course. The pilot at the wheel must have a firm hand and an abundance of knowledge, confidence, patience and love. In this Voyage of Life the parents are the pilots, they should study the course so as to avoid the pitfalls and danger spots, holding the child's course true and steady to the desired goal—a well developed, strong, courageous man and woman.

Habits are the guideposts on this voyage of Life. We are not born with habits. The task of childhood is to form habits, we hope always good. Most children are given much help and encouragement as habits are forming; yet in forming certain others no less important, they receive little help.

Take your own child for example, you may be careful that it learns to stand straight and talk clearly and correctly. Are you equally careful that it learns to avoid temper-tantrums, is obedient, is friendly with others, and speaks the truth? Much can be done in the early years—later very little. Habits make the man or woman. What they are he or she will be.

I took a piece of plastic clay
And idly fashioned it one day.
And as my fingers pressed it, still
It moved and yielded to my will.

I took a piece of living clay
And gently formed it, day by day.
And molded with my power and art
A young child's soft and yielding heart.

Among Neighbors

(Continued from page 9)

from North Kansas City to cooperatives in the little country of Estonia. Despite tariff barriers, high long distance shipping costs and the expense of small shipments, cooperatives in one country are finding it advantageous for more reasons than one to buy and sell with the cooperatives of another country.

The cooperative stores in England, Scotland and Wales do over 12% of the retail trade in the United Kingdom with the average cooperative handling ten times the average volume of the ordinary business store.

Cooperatively marketed Vermont maple syrup is being advertised in Boston by the producer members. In Louisiana more than 100,000 tons of sugar cane was ground during the past season by four sugar cooperatives which are pioneers in the cooperative milling of cane.

Dairymen to Convene At Indianapolis

More effective organization of fluid milk cooperative marketing associations, ways and means of perfecting large-scale cooperative central sales agencies for manu-

"My Insurance Company Will Fix You Up"

IT'S a big satisfaction when you have an accident to be able to say "My insurance company will fix you up." No worry about who happens to be responsible. No worry about the bills you may have to pay. No worry about lawyers' fees and court charges. That's the kind of peace of mind you get when you take out a policy with us. And the cost for country dwellers is surprisingly low. Mail the coupon today and find out about this low cost protection for you and your family.



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☐ COMPENSATION INSURANCE

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Mail Today

factured dairy products, and problems of operation under the Agricultural Adjustment Act will be the principal subjects of discussion at the nineteenth annual convention of the National Cooperative Milk Producers Federation in Indianapolis, October 10, 11 and 12.

More than 1000 delegates from 45 cooperative marketing associations comprising the National Federation are expected to be in attendance. These delegates speak for the oldest and largest commodity federation in the United States. More than 350,000 farm families residing in 41 states comprise the membership. These cooperative units of the Na-

tional Federation now sell \$250,000,000 of dairy products each year, even under conditions of low prices. Within the membership more than 130,000 farm families are interested, both in the fluid milk and manufacturing problems, 70,000 primarily in fluid milk bargaining operations and over 150,000 are the members of cooperatives that are interested in the problems of marketing only manufactured dairy products.

Hostess (gushingly): "You know, I've heard a great deal about you."
Politician (absently): "Possibly, but you can't prove anything."

Admiral Byrd's South Pole Dairy Has Come Home



On board the Byrd flagship, "Jacob Reppert," Iceberg, the young Guernsey bull born at sea, eats Laro from the hand of Edgar Cox. Iceberg is the son of Klondike Gay Nino, of Klondike Farm, Elkin, N. C.—Mr. Thurmond Chatham, owner. The middle cow is Foremost Southern Girl of Mr. J. C. Penney's Emmaline Farm, Hopewell Junction, N. Y. The cow at the right is Deerfoot's Guernsey Maid of Deerfoot Farms, Southboro, Mass., owned by Mr. James E. O'Leary.

"The manner in which these cows performed is a great tribute to Larro", says Edgar F. Cox, herdsman of the Byrd Antarctic Expedition.

Nineteen months at sea and on polar ice . . . twice through the tropics . . . twice over some of the world's roughest waters . . . exposed to temperatures ranging from 100° above to 71° below zero . . . and milking all the time.

That's the record of the Guernseys which accompanied the Second Byrd Antarctic Expedition to Little America . . . and their ration during the entire time was Larro Dairy Feed, dried beet pulp and hay.

We invite you to write for our new booklet on how to feed cows for greater profit.

The Larro Milling Co. Dept. O Detroit, Michigan

SAFE and SOUND on Larro

27,325 Cows Tested

Seventy-three dairy herd improvement associations in the state tested 27,325 cows during April. C. R. Gearhart, state supervisor of testing for the Pennsylvania State College dairy extension service, reports.

There were 5676 cows which pro-

duced more than 40 pounds of butterfat each for the month and 6179 cows gave more than 1000 pounds of milk apiece.

Oxford association in Chester county tested the most cows of any group, 804. The West Chester association in the same county was second in number of cows tested with

754, first in 40-pound butterfat producers with 172, and first in 1000-pound milkers with 203. The Coventry association of Chester county ranked second in 40-pound fat producers with 169, while the Cumberland County No. 1 association was runner-up in 1000-pound milkers with 170.

INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XVI

West Chester, Pa., and Phila

No. 3

A. H. Lauterbach Assumes Duties New Manager Starts Work With the Association

OUR NEW General Manager, Mr. A. H. Lauterbach, is now at work. He started on July 1 at which time he met with the Board of Directors, field representatives and the office force.

The press of work with the A.A.A. has prevented Mr. Lauterbach from making advance studies of the work on his new job with our association. He has said, however, that it is his wish to study conditions over the entire milk shed and to get as complete a mental picture as possible of the association and its problems before attempting the development of any long time policy.

Although this is being written several days before Mr. Lauterbach actually assumed his new duties it is in order to state that he has an excellent record as an efficient executive. For that reason we may look forward to a continued sound development and a general strengthening of the entire association. We may expect a continuation of the efficient service rendered by the association and perhaps an extension of this service as time and circumstances permit.

Com m dation Pours In

On . . . page are printed letters from cooperative leaders, former associates of Mr. Lauterbach, comments from the agricultural press and statements from other interested parties who have observed his work. The tone of all these statements is highly satisfactory, a recommendation of the wisdom and sound judgment displayed by the executive committee in carrying out the instructions given by the Board of Directors to select the best man available to fill the newly created position of general manager.

We are taking the liberty of urging members of the Inter-State to visit Mr. Lauterbach at the association offices whenever they feel the need or desire to do so. We know that he will be glad to get acquainted

and will do everything possible to help members with their milk marketing problems.

It is probable that a series of meetings will be scheduled during the summer and fall which will be attended by the general manager. If so, they will be planned so at least one will be within a reasonable distance of practically every active member of the association. Should these meetings be held a notice of time, place and program will be sent all members. You are urged to watch for these notices and make every effort to attend—and bring your family.

Forward Looking

The broad minded attitude of Mr. Lauterbach is well portrayed in a formal statement made by him at the time of announcing his resignation from the A.A.A. He stresses the need for cooperation and the necessity of educating the public—producers, distributors, and consumers—on the involved problems of the dairy industry. His statement follows:—

"We are engaged in a program that calls for the best thought of all, regardless of party or region. It is a program of trial and error with the main problem one of educating producers, distributors and the consumers as to the intricate and inter-related aspects of the industry. In that regard we have made considerable progress already and the way is open for still further advance.

No Easy Solution

"The situation does not lend itself to snap judgment or to instant solution, nor is it something which producers acting as scattered groups or as isolated individuals can solve independently of each other's counsel. The same thing applies equally to distributors, processors and consumers.

"There is a tremendous chance to

improve the production and marketing of manufactured dairy products through building up quality and better merchandise, aiming by degrees to remove unwholesome competition between groups of producers.

"Cooperation between States and the Federal Government is vital even though the means to that end are not yet as legally clear as we might wish. The dairy industry is not content to drift back into old channels to repeat old errors. The advancement of marketing practices to a higher plane of equality and fair play so that the better methods now in use may be the foundation for wider adoption is imperative. It is also hoped that the campaign for herd improvement and the sanitary programs for elimination of injurious and costly diseases of dairy cattle may be promptly carried on with the sanction of Congress. We are also hopeful that steps may be taken to safeguard the industry against reckless over-expansion or ruinous competition so that a nice balance may be retained for the agricultural industry representing a quarter of the entire farm income of the United States.

Need For Serious Thought

"Although not as complete or as far-reaching programs for dairying were feasible as for some of the other farm commodities under present conditions of production and demand, there is real need for serious thought by the leaders of dairying in behalf of such programs in the immediate future, and I am certain that my successors in the dairy section will be as eager as I have been to find a practical way to be of service to the whole industry, when the industry is ready for it."

Members will be kept informed through the Review of association work and activities and, as new plans are developed by the Board of Directors, the executive committee or the general manager, full and complete information about them will be carried in these columns.

Dairy Legislation

Oleo Bills

Two oleo bills have been introduced in Congress. One, H. R. 5586, would prohibit as adulterated any oleomargarine containing less than 80 percent fat. No objection to dairy interests are found in this bill.

The other bill, H. R. 5587, would levy a tax of 10 cents a pound on all oleomargarine containing any oil or fat not derived from products grown in continental United States. This bill is dangerous because of its possible sedative effects, lulling the dairy industry to sleep, putting dairy interests off guard. It looks like a move to eventually throw off all restraint from oleo manufacture, thus permitting the lax and questionable methods formerly used in that industry.

The National Cooperative Milk Producers' Association, through its executive committee, has requested an amendment to this bill which would place a five cent per pound tax on all oleomargarine, thus equalizing the unduly wide spread which has prevailed between oleo and butter prices.

Butter consumption dropped 85 million pounds in this country in the first quarter of 1935 as compared to 1934 while oleomargarine consumption gained 47 million pounds in the same period.

Oil and Fat Tariffs

Efforts are being made to eliminate the tariff on foreign fats and oils "when used for inedible purposes." This is a vicious bill couched in language which makes it appear harmless at first thought.

Soap manufacturers would be the most immediate beneficiaries. To permit them to get their foreign raw materials at lower prices would reduce their demand for domestic fats and oils, most of which are interchangeable — thus forcing prices down. Moreover, competition would force all prices of competing products to the lowest level.

In addition, many manufacturers use the same raw materials to make both edible and inedible products. For example, coconut oil or cottonseed oil can be used in making both soap and cooking compounds, or oleomargarine, and in many cases they are made by the same manufacturer. It may be quite natural to avoid using some of the "tariff-paid" oil when some of the same quality in the next vat is considerably cheaper.

The Philippines are now especially

favoured with lower tariffs and as a result these islands have almost a monopoly on coconut oil in the American market. Imports of copra (from which coconut oil is obtained) from the Philippines have increased 63.4 percent from the first four months of 1933 to the same period in 1935.

To pass this bill would be to open the way for cheaper raw materials for oleomargarine, butter's greatest competitor, incidentally helping the oleo and soap manufacturers more than any other groups.

Write to your congressman demanding that he vote against H. R. 8000 as introduced by Mr. Dockweiler of California, emphasizing that such a vote is necessary in order to protect the interests of farmers in your state.

A companion to this bill, S. 3004, was introduced in the Senate by Joseph Guffey of Pennsylvania. It provides that there shall be no tariff on fats or oils imported from the Philippine Islands for inedible purposes. It is open to the same objections as H. R. 8000 and all farmers who are producing any fats or oils, whether animal or vegetable, are urged to write their Senators urging defeat of this bill.

Pennsylvania Laws

The Pennsylvania legislature passed by almost unanimous votes in both houses the bill to amend and bring up-to-date the existing milk testing law. The features of this bill were discussed in the February REVIEW. The bill now awaits the Governor's signature.

The bill to control method of taking samples for a milk bacterial tests, to place control of types of milk plant equipment in the department of health and to provide for inspection of sources of cream for ice cream, known as H-178, failed of passage. However, another bill, S-1510, was passed in the late rush of bills just before closing which gives the department of health power to pass upon all building plans and to approve all equipment for milk plants and to inspect sources of milk and cream used in ice cream. The feature concerning plants and equipment is objectionable because of possible abuse while the ice cream inspection feature is to be commended. This bill also awaits the Governor's signature.

When answering advertisements, mention the MILK PRODUCERS' REVIEW.

Method Most Important, Good Equipment Helps

Recent tests in South Jersey have proved conclusively that the personal efficiency of the dairy farmer is the most important factor in the production of high quality milk. Dr. John W. Bartlett, dairy husbandman of the New Jersey Agricultural Experiment Station, Rutgers University declares.

Dr. Bartlett is convinced, as the result of extensive studies covering management practices of Cumberland and Salem County dairymen, that the dairy farmer who uses every precaution in the care of his cows and who adopts careful methods in the production and handling of milk and utensils produces high quality milk.

"The dairyman who is conducting his business without the benefit of the most efficient equipment is by no means excluded from the circle of producers who obtain the highest quality milk," he asserts. "These studies leave no doubt that the factor of personal efficiency on the part of the dairyman is of far more importance than equipment."

Harold P. White, assistant dairy specialist for the Agricultural Extension Service, spent three months in Cumberland and Salem counties, checking dairy management methods. Especially trained for his assignment by the Experiment Station, he was able to give considerable aid to dairymen in their efforts to produce high quality milk.

"Mr. White made a careful study of the methods of barnyard management used in producing clean milk and discovered that barnyard management was not the important factor, since milk of good quality was produced in both littered and unlittered yards," Dr. Bartlett points out. "However, barnyards that were well-graded, well-drained, well-littered with fresh cornstalks daily and, in general, well-managed, proved to be labor-saving agents since less time was required to clean the cows in the barn prior to milking them."

A "miscellaneous" shower was given at the office one noon recently for J. T. "Jake" Plummer, our smiling bachelor field representative. Showered upon him were shoes, socks, a suit (boy's), tooth brush, razor, etc., etc., etc., —and a date book —all in a traveling bag. All-in-all, it was doubly appreciated as it replaced, in name at least, similar various and sundry articles which had been "lifted" from Jake's car the day before.

Stretching the truth won't make it last any longer.

Cooling Your Milk

By J. T. Plummer

Inter-State Field Representative

MILLIONS of dollars are lost by dairymen each year because of the improper cooling of milk. The most important factor in maintaining milk quality during the hours necessary in keeping and moving it from cow to market is to keep the milk properly **COOLED**. Doing this will prevent many losses from rejected milk and from lower prices due to inferior products made from milk.

Dr. Ray Carpenter of the University of Maryland defines proper cooling thus:—*Proper milk cooling should reduce the temperature to 60 degrees in one hour, and to 55 degrees at the end of the storage period, except that for Grade A stations a final temperature of 45 degrees should be reached.*

In order that we may appreciate the full effect of temperature on bacterial growth, let us cite one experiment in which a sample of milk containing 6,450 bacteria per c.c. was divided into two parts, one part being stored at 50°F. and the other at 70°F., both for twenty-five hours. That stored at 50°F. showed a count of 6,250 bacteria while that stored at 70°F. had a count of 6,275,000 per c.c. at the end of the period. The low temperature actually reduced the living bacterial content of the milk stored at 50°F. If a pail of milk containing one bacterium is left at body temperature, 98°F., from 6 p.m. until 6 a.m. it will contain a theoretical number of almost 16,000,000 bacteria at 6 a.m. This clearly shows how important it is for milk to be cooled promptly and efficiently.

Heat Must Be Removed

Since cold is the "absence of heat," the problem is to remove the heat. Many producers merely set warm milk in cold water and the milk and water soon reach the same average temperature. But the heat is not taken away; a part of it is merely transferred from the milk to the water.

Fortunate is the dairyman who has a spring flowing thru the milk house with water temperature of 55°F. or less. In this case all that is necessary for the "B" milk producer is to immerse the cans up to the neck in the flowing spring water and nature does the rest. However, all springs are not that

cool. Springs said to be ice cold are sometimes as high as 65°F. and sometimes the water must be piped so far that the temperature may rise 20°F. before entering the cooling tank.

Cold Water Effective

Another cooling method is to immerse the cans in water pumped directly from the well. This water should be changed several times or kept flowing through the tank during the first hour of cooling. The water should extend an inch above the level of milk in the cans, as shown in the illustration. Experience has shown that the tank keeps cooler if kept filled during the day. Many producers pump all the water used for livestock from the well directly through the milk tank thus keeping the tank at a lower temperature.

The surface cooler provides a rapid, efficient and economical method of cooling milk. When water from 50° to 60°F. is available about

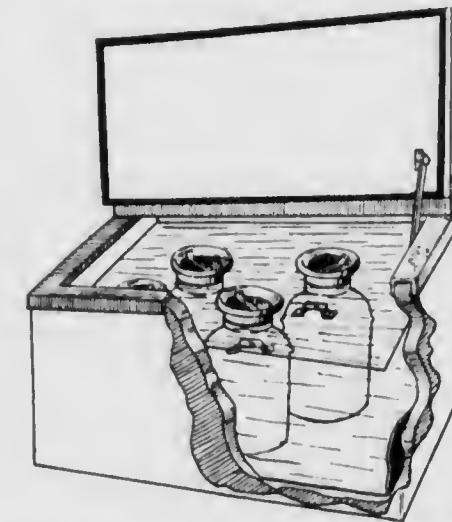
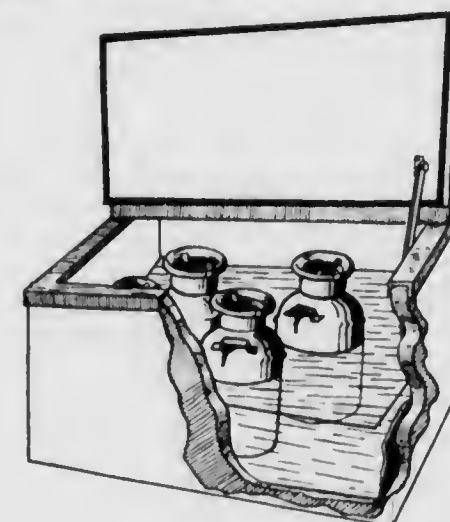
immersed overnight in the cooling tank is an economical method.

The surface cooler used in conjunction with an insulated ice box will save from 10 to 22 pounds of ice per 10-gallon can in cooling milk to 50°F. and will also enable the milk to be cooled more quickly according to U. S. Bulletin No. 976. Milk not precooled in this manner will require twice as much ice.

Insulated ice boxes of three compartments have recently been developed. They consist of a tank with water in the center and an ice compartment on each end. Sloping bottoms in the ice compartments keep the ice against the water tank in which the milk cans are placed. This type needs icing about once a week and has 300 to 400 pound ice capacity. A small amount of ice should be chipped off each day and put in the water. The amount depends on the quantity and temperature of the milk.

Mechanical Coolers Excellent

Farms having electricity will find some means of mechanical refrigeration effective. Many different makes and types of machines have proved



Use plenty of water in milk cooling tank at least three times as much water as milk to be cooled. Be sure the water extends above the level of the milk in the cans, as shown in illustration on the right. Avoid situation shown on left as milk in upper part of can has no direct means of being cooled. Water can cool only that milk in lower part of cans. Heat rises and milk in upper part of cans will not lose its heat except slowly, indirectly and incompletely.

10 to 15 gallons of water run through the cooler for each gallon of milk is usually sufficient to lower the milk temperature to within three degrees of the water temperature. Objections to using the surface cooler have been raised because sometimes they are improperly washed and because the milk may be exposed to contamination and dust from the air, thus increasing the bacterial count. However, a thoroughly cleaned surface cooler properly used and with the cans of milk

successful. The New York State College of Agriculture of Cornell University gives the following statement on "rating" of machines: "They are often rated in cans of milk capacity as four cans or six cans per day. They should be rated on ability to extract heat in terms of British Thermal Units per hour. For example, one machine may operate 16 hours to cool the tank while another may operate only 10 hours, yet both might be

(Please turn to page 16)

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the post office at West Chester, Pennsylvania, under
the Act of March 3, 1879."

Milk!!! The Food For All Ages

Gaumnitz New Dairy Chief

The appointment of Edwin A. Gaumnitz as new chief of the Dairy Section of the Agricultural Adjustment Administration was announced on June 3 at the same time as the resignation of A. H. Lauterbach was announced. Dr. Gaumnitz had been assistant to Mr. Lauterbach and is well qualified to carry on this work.

Dr. Gaumnitz, the new chief of the Dairy section, is a native of Minnesota, and he has been associated with the Agricultural Adjustment Administration dairy program since its inception in May, 1933. Previous to that time he was associated with the Bureau of Agricultural Economics where he was engaged in research in dairy and poultry products, making many studies jointly with authorities in various states and with other branches of the Federal Government. Before coming with the United States Department of Agriculture, Dr. Gaumnitz taught agricultural economics at the University of Minnesota, served as an extension specialist in marketing dairy and poultry products in Iowa, and with the Division of Markets, California State Department of Agriculture.

Milk Freed From Tax

The New Jersey legislature made a last minute exception to its state sales tax law which exempts milk from this tax. Efforts were made to exempt all food from the levy but only milk gained the exemption.

The law is reported as assessing a 2 cent tax on every dollar of purchases with only those sales amounting to 12 cents or less escaping the tax entirely. The price of Grade A

milk in all parts of the state and all milk in the northern part of the state is at least 13 cents a quart which would have amounted to a one cent tax on every sale of milk of that price or higher.

This exemption for milk is fair for two reasons, first that such an important food as milk should not be taxed and, second, the tax would have been excessive as it would have been applied.

Reliable Advertisers

The INTER-STATE MILK PRODUCERS' REVIEW differs from most farm papers in one important respect. It does not depend upon advertising for its life.

This makes it possible to be a little more "choosy" and thus to reject advertising about which there may be some question as well as that of extremely doubtful reputation. Advertising orders have been refused during recent months for several products of unknown value. We believe all REVIEW readers have a right to know that we are protecting them in this manner.

Neither are high pressure methods used in soliciting advertisements for the REVIEW. Most of them are obtained by correspondence or are sent in without solicitation. A few are obtained by personal calls on advertisers or advertising agencies. They have confidence that the REVIEW will reach buyers for their products.

We, in turn, have enough confidence in these firms to feel that when REVIEW readers need products similar to those advertised they will find it worth while to get in touch with REVIEW advertisers. In doing so be sure to mention the REVIEW as that is the advertiser's method of knowing where his advertising is most effective.

Annual Meeting Committee

The women's committee for the Inter-State annual meeting has been selected by President B. H. Welty. He named Mrs. E. C. Dunning as chairman and assisting her are Mrs. Joseph Briggs, Yardley, Pa.; Mrs. Roy C. Weagley, Hagerstown, Md.; Miss Carolyn Gauntt, Jobstown, N. J.; Mrs. B. H. Welty, Waynesboro, Pa.; and Mrs. H. D. Kinsey, Quakertown, Pa. Dr. Hannah McK. Lyons and Mrs. John Graham, Jr., of Philadelphia will act in an advisory capacity.

Changes in the committee are made from year to year to bring new women into active participation in association work and to give representation to different sections.

Control Board At Work

One June 18 Governor Earle submitted the name of James S. Pates to the Senate as the third member of the Pennsylvania Milk Control Board. The Senate confirmed all three appointments on June 21, thus completing the board after its virtual inactivity for six months.

Mr. Pates is from Washington county and is believed to represent consumer interests. The other two members, Paul O. Sunday of Cumberland county and A. C. Marburger of Butler county, were named by the Governor early in May, having served on the board during the last ten weeks under the original control board law which expired April 30. No word has been received as to which board member will serve as chairman.

A notice dated June 25 announced three public hearings, one at Philadelphia at the Walton Hotel at 10 a.m. daylight saving time, July 9. Hearings were held at Pittsburgh on July 1 and Harrisburg July 2.

The announcement states:—"These hearings are being held preparatory to the issuance of a new General Order. Matters to be considered include: Establishment of Milk Marketing Areas, Prices to be paid to producers, Prices to be charged consumers and others for wholesale and retail distribution, Sales Quantity Control, General trade practices, and other related subjects."

"All interested parties are invited to present testimony."

It will be recalled that the new control board law makes all price schedules subject to the Governor's approval.

Insistent demand has developed in some parts of the state for a reduction of the Class I price. What subjects will be given most attention at the Philadelphia hearing is not known but the call of the hearing permits discussion on any subject named in the notice.

A report will be carried in the August REVIEW.

The morning papers of June 28 carried the information that Governor Earle had discharged Paul O. Sunday and A. C. Marburger from the control board because they had accepted their salaries for one and one-half months between their appointment and their confirmation. This amounted to \$750 for each of them.

A press report on June 29th stated that Charles Carpenter of Glen Moore has been appointed to the Board. Carpenter served for ten weeks at the close of the period covered by the first control law.

May Percentages

Class I percentages of basic decreased slightly for May, indicating that more producers are shipping at least their full quota of Class I milk and perhaps their full established basic amounts. This is to be expected during this season of the year when production is at its peak and pastures are plentiful. It is probable that June, with good pastures and one day shorter month, will show a further slight decrease but thereafter a gradual increase in Class I percentage may be expected.

Again practically all milk above Class I needs has been purchased in Class II or IIB, with some dealers buying none in Class III, others only a small amount.

The lower Class I percentages, higher total production and lower prices in Class II, IIB and III as compared to April has resulted in a drop in the weighted average price received by producers. The weighted average price of 3.5 percent milk, f. o. b. Philadelphia, as based on all available information, was \$2.213 in May. The weighted average price f. o. b. receiving station in the 51-60 mile zone was \$1.838 and in the 91-100 mile zone was \$1.806.

Percentages of basic in the various classes as paid by those dealers who supplied the information are given in the table below.

Basic Utilization Percentages May, 1935

Name	Class I	Class II	Class IIB	Class III	"A" Bonus
Abbotts Dairies	85	3	Bal.	—	86%*
Supplee-Wills-Jones	80	24	Bal.	—	73%*
Harbison Dairies	85	45	—	Bal.	93%*
Scott-Powell	71	Bal.	Bal.	—	69%†
Baldwin Dairies	86	Bal.	Bal.	—	86%†
Delchester Farms	85	Bal.	Bal.	—	—
Fram's Dairy	80	13	Bal.	—	85%*
Martin Century	93	Bal.	—	Bal.	90%*
Meyers Dairy	82	18	—	Bal.	—

*—"A" bonus on percentage of Class I.

†—"A" bonus on percentage of basics.

Hill Director of C. of C.

Dairy and other agricultural interests are in a better than usual position to get fair and equitable consideration from the United States Chamber of Commerce.

The new president of that body, Mr. Harper Sibley, is a farmer owning one of the largest and best farms in Illinois. In addition, one of the new directors is Charles L. Hill of Wisconsin, a man who is a farmer, dairyman and public official.

Your editor has known Mr. Hill personally for fifteen years, having conducted an advanced register test on Mr. Hill's Guernseys in 1920 and has had frequent occasion to confer with him since that time. He is a man so highly esteemed that he has retained his position of state commissioner of agriculture through

changes of administration representing three political parties.

In addition Mr. Hill is a director of the American Guernsey Cattle Club, National Dairy Council, National Dairy Federation and is president of the National Dairy Association which holds the National Dairy Show each year.

Indemnity Increased

A \$5 increase in the maximum Federal indemnity payment that may be made for grade dairy and beef cattle reacting to the official tests for tuberculosis or Bang's disease, bringing it up to \$25, is announced by Secretary of Agriculture Wallace. The larger payment is authorized in amendments (of June 10) to previous Bureau of Animal Industry orders.

The payment was raised from \$20 to \$25 partly because of higher cattle values and partly because of more rigid sanitary requirements, involving expense to cattle owners in controlling Bang's disease and complying with the designated means of preventing further infection. In the case of purebred cattle, the maximum indemnity of \$50 remains unchanged.

Nitrogen Fertilization Pays Pasture Dividends

Although the late, dry spring retarded the date of turning cows out to grass, pastures treated with nitrogen fertilizers have shown to advantage in trials all over the state. Carl B. Bender, professor of dairy husbandry for the New Jersey College of Agriculture, Rutgers University, reports.

The addition of nitrogen in the form of calcium cyanamid or sulfate of ammonia to basic mineral fertilization costs approximately six dollars an acre. This additional investment for a herd of 20 cows furnished at least ten days earlier pasture at a cost of \$1.80 a day. In return for this, the pasture furnished all the roughage as well as part of the concentrate needed for milk production. The cost was less than the cost of the silage replaced.

The Rutgers dairyman lists the following four methods used to improve pastures in various parts of the state:

1. Apply lime in the fall to correct acidity, and superphosphate either in the fall, or at the rate of 250 pounds to an equal amount of cyanamid or sulfate of ammonia per acre in March.
2. Apply lime and superphosphate in the fall and 300 pounds of the nitrogen fertilizer per acre in March.

3. Apply lime in the fall and 500 pounds per acre of a high nitrogen complete fertilizer in March.

4. Apply lime in the fall and 500 pounds of a complete fertilizer and 200 pounds of a nitrogen fertilizer per acre in March.

"Many of the dairymen who are improving their pastures," Professor Bender concludes, "will apply 200 pounds of nitrate of soda per acre on limited areas after certain fields have been pastured the second time. This tends to stimulate the grass further, provided that there is sufficient moisture, and produces a quicker response in the fall."

Testers' Short Course

A short course to train men to become licensed testers of milk and cream will be given at the Pennsylvania State College, July 16 to 18.

An examination conducted by a representative of the State Department of Agriculture will be given July 19 for all who desire to apply for a license.

Students in the course will learn how to determine acidity, fat, and total solids and how to detect adulterations and sediment. They will also study bacteriology, clean milk care and production, breeds of dairy cattle, and factors affecting composition of milk and cream.

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

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Milk Production Trends

MORE MILK during the next twelve months than during the last twelve—lower feed prices—lower prices for butter and cheese—these are the outstanding conclusions from a study of Milk Production Trends, published on June 10 by the Bureau of Agricultural Economics of the United States Department of Agriculture. The report includes the mildly encouraging statement, "During the remainder of 1935, milk production is expected to average higher than during the same period last year when production was very low as a result of the drought. Supplies of milk during the rest of the year are not expected to be unduly large, however."

There are about 5 percent fewer dairy cows now than a year ago. Even this reduced number is larger than we need to produce all the milk and dairy products the public will buy at prices that pay. Fortunately, the number of one- and two-year-old heifers raised for dairy purposes is smaller than usual.

The most important reason for an increase in production is the abundance of feed at reasonable prices. That is, there will be an abundance if 1935 pastures and feed crops approach a normal yield and reports to date from most dairy sections point to good pasture and plenty of hay. It is still too early to forecast yields and production of feed grains such as oats and corn.

Livestock Numbers Lower

Furthermore, there is a small supply of other livestock to use this feed, resulting in more feed than usual per unit of livestock. Prospects are that hogs will be fed to heavier weights and that all livestock will be fed more liberally and farmers will feed out more of their beef cattle. Relative prices of feed and dairy products and comparative prices with other livestock will have a strong influence on how liberally dairy cows will be fed and therefore on total milk production.

Heavier grain feeding is not expected until 1935 grown grains are available but better pastures may cause similar effects on production during the summer. The report states that in many dairy sections there is a tendency toward more spring freshening. This will mean more milk in the spring and summer and, with the cows well along in lactation, should reduce the effects of liberal feed supplies next fall and winter.

One important effect of high butter prices during the last eight

months has been a sharply reduced consumption. Even now, with June prices at last year's level, consumption is far below a year ago. Production is now above the 1934 level, resulting in rapidly increasing storage stocks which, unless consumption increases sharply, will result in low butter prices.

Other Prices Forced Down

As butter prices go down cheese prices will follow and will result in cheaper raw materials for evaporated milk. This product, in turn, may then become even more serious as a competitor of fresh fluid milk.

The report carries several charts and tables giving detailed information on trends of cow numbers, production per cow, total production, prices and total dairy income. Much of this information is given by states.

It reveals a sharp rise, 13.8 percent, in number of cows since 1929 with the change for New Jersey, Pennsylvania, Delaware and Mary-

land being 11.3 percent, or slightly less than for the country as a whole. However, this change from 1933 to 1934 was greater in these four states than for the country as a whole. Production per cow showed a 7.2 percent drop from 1929 to 1934 in the four states which share the Philadelphia milk shed while the country as a whole showed a 12 percent reduction. The drop in production per cow is estimated at 3.5% for the country as a whole from 1933 to 1934 while these four states held up to within 0.5% of the 1933 rate.

Total milk production gained 3.3 percent from 1929 to 1934 in these four states although Maryland and Delaware showed slight decreases and the entire country showed a gain of a small fraction of one percent. Comparing 1934 with 1933 we find a 1 percent gain in total production in these four states with Delaware and Maryland showing slight decreases. The country as a

(Please turn to page 13)

Dairy Co-Ordination

THE Northeast Dairy Conference has been holding regular meetings since its start last November. In addition, the work and plans of the conference have been brought to the attention of many large dairy gatherings.

The conference meetings have served as a clearing house of information on marketing problems, educational work, extension activities, bovine disease control, dairy research and other related subjects. It is believed that, through this conference, a closer correlation of interests among these various dairy groups, as well as between states, can be obtained.

Typical of its activities is the report of its Committee on bovine disease prevention and control. In approving this committee's report the Northeast Dairy Conference took a definite stand in favor of eliminating bovine diseases from dairy herds, stating that such action is sound from the point of view of public health and practical herd management.

The committee's report specifically urged that all initial testing for tuberculosis on an area basis be completed as soon as possible, also recommending that plans be developed to protect accredited herds and indemnify owners of such herds should reactors appear later.

The opinion was expressed that the testing of herds for mastitis should be completely separated from any requirement to test for Bang's disease at the same time as is now required. In view of the increasing cost of replacements it is suggested that indemnities be increased \$10 an animal over present figures.

Testing for Bang's disease is considered so important that the Federal and all state governments are urged to extend all possible aid to the program of eliminating this disease. Higher indemnities for reacting animals are suggested. It is also recommended that the Bureau of Animal Industry of the United States Department of Agriculture make a thorough and exhaustive study of possible cures for, or protection from, this disease.

The committee stated that effort should be made to obtain a \$50,000,000 appropriation from Congress in order that an adequate bovine disease prevention and control program can be carried out.

Meetings of this conference are held at frequent intervals which all milk producers and farm leaders are invited to attend. The last meeting was held at Boston on June 25-26 and its next meeting will be held at a time and place to be announced later. A report of the June meeting will be carried in the next REVIEW.

Selection of Manager Praised

Cooperative Leaders Extend Congratulations

THE PRESIDENT and the Executive Committee of your Association have received many encouraging words relative to their selection of A. H. Lauterbach as General Manager. Favorable comments have come from practically all parts of the milk shed, many of them by word of mouth, a few by letter. They have been given to directors, field representatives, and other employees.

Additional complimentary statements have been made by other cooperative leaders who have known Mr. Lauterbach in his previous work or who have had contact with him as Chief of the Dairy Section of the A.A.A.

Typical of these expressions is the following letter from the president of an organization for which Mr. Lauterbach served as general manager:

WISCONSIN CHEESE PRODUCERS' FEDERATION COOPERATIVE

B. H. Welty, President.

Inter-State Milk Producers' Assoc.

We are very pleased to know that Mr. A. H. Lauterbach has been selected by your association as General Manager. We feel that your choice is wise and that you could not get a better man to manage the affairs of your association.

Because of his intimate knowledge of the problems of manufacturing and merchandising of dairy products we feel that he will bring to your organization a better understanding of the mutual problems of all dairymen in the nation.

Very sincerely yours,
Wisconsin Cheese Producers' Federation Cooperative,
F. W. HUNTZICKER, President.

Our cooperative neighbor on the North, the Dairymen's League Cooperative Association, had this to say in its paper, the *Dairymen's League News*:

WASHINGTON LOSES, CO-OPS GAIN

The appointment of A. H. Lauterbach as general manager of the Inter-State Milk Producers' Association, Inc., will bring to our neighbor organization a man of broad experience in dairy matters and a thorough understanding of cooperative work. As chief of the Dairy Section of the AAA, Mr. Lauterbach performed a very valuable service. Under his guidance there has been very close and beneficial cooperation between the Dairy Section and the leaders of the cooperative and other dairy groups throughout the country. The change means a real loss to the AAA.

His wide experience however, first in the field of agricultural research and later in marketing work, makes his appointment as general manager of the Inter-State Milk Producers' one that should be of real advantage not only to that association but to the cooperative movement in general. We welcome Mr.

Lauterbach back to the cooperative fold.
Dairymen's League News.

From the manager of our neighbor cooperative in the South, the Maryland & Virginia Milk Producers' Association, supplying the Washington, D. C., market, we get this letter:

Maryland and Virginia Milk Producers' Association, Inc.

The Inter-State Milk Producers' Assn.

I have just received your announcement that Mr. A. H. Lauterbach has been appointed General Manager of the Inter-State Milk Producers' Association beginning July 1st.

I want to take this opportunity to congratulate the organization on your selection of a General Manager inasmuch as I have had the opportunity of working with Mr. Lauterbach in the Dairy Section for a period of approximately a year and have no hesitancy in saying he is one of the finest men that I have had the privilege of associating with. His integrity is above reproach and his sense of fair dealing will bring to your organization, I feel sure, the support of your entire membership. We are especially gratified to have a man of Mr. Lauterbach's type as Manager of your organization as there will be many problems that the two associations will face together.

I want to assure you that at any time the Maryland and Virginia Milk Producers' Association can be of assistance to your organization that we will be glad to have you call on us.

Very truly yours,

B. B. DERRICK, Secretary-Treasurer.

Mrs. H. B. Crowgey, Secretary of the Elkton, Maryland, Local, said:

He is a fine man and I want to have a conference with him at his office when he comes on the job.

We find this quotation in Amos Kirby's New Jersey page in the *American Agriculturist*:

Three thousand New Jersey dairymen join with entire membership of Inter-State Milk Producers' Association and extend a glad hand to Arthur H. Lauterbach, newly appointed general manager of that organization, who assumes his new office on July 1. Mr. Lauterbach, chief of the dairy division of the AAA, again enters the field of practical dairy cooperative management after nearly eighteen months with the Federal administration.

John Brandt, President of Land O' Lakes Creameries for which Mr. Lauterbach was a department manager for five years, writes:

LAND O' LAKES CREAMERIES, INCORPORATED

Mr. B. H. Welty, President

Inter-State Milk Producers' Assn.

We wish to congratulate you on your selection of Mr. A. H. Lauterbach as general manager of your association. In this selection you have chosen a man with long experience in the coopera-

tive movement and one who has as a foundation actual experience in the operation of a farm as well as local units of larger cooperative associations.

It is not often that associations of producers are fortunate enough to secure the services of men who have a combination of experience that ranges from farm operation all through the experience of every phase of the cooperative movement as well as experience in operation of private business. Mr. Lauterbach has all of this experience and, added to it his association with national dairy problems in the last year as Chief of the Dairy Division of the Agricultural Adjustment Administration will especially fit him for the work as general manager of your organization.

Mr. Lauterbach was first associated with our organization as manager of our Egg and Poultry Department and later as manager of the Feed Department. From there he became general manager of the National Cheese Producers' Federation, of Wisconsin, which later became associated with the Land O' Lakes Creameries as a unit of its membership. While the Cheese Producers' Federation was sorry to lose him as head of their organization when the call came for him to serve as Chief of the Dairy Division, they extended to him a leave of absence which left the door open for him to return to the Federation at any time that he saw fit. We have also extended to him an invitation to return to our organization, and the fact that such relationship exists with his former associates is, in itself, sufficient testimonial as to your wisdom in selecting him as manager of your organization.

Your work offers to him a broad field to extend to the farmers the benefit of his past and varied service to the dairy industry. We are happy to know that he will continue to serve the cooperative movement, and we extend to your organization and Mr. Lauterbach our best wishes for continued and future success.

Very truly yours,

Land O' Lakes Creameries, Inc.
JOHN BRANDT, President.

A letter from A. J. Glover, editor of *Hoard's Dairyman*, contains the following statement:

HOARD'S DAIRYMAN

Milk Producers' Review:

I am pleased to learn that the Inter-State Milk Producers' Association has secured the services of Mr. Lauterbach. I look upon him as an exceptional fellow with a keen understanding of cooperation. I think he appreciates its limitations as well as its opportunities. In the few times that I have interviewed him, he appeals to me as a man of good balance, dependable, and we need more such leaders, everywhere.

A. J. GLOVER.

In addition to these few letters and editorial comments, numerous others have been received and many members and friends of the association have extended verbal comments. Among them have been requests to have Mr. Lauterbach speak to farm groups.

The Cooperative Community

Elizabeth M^cG. Graham, Editor

Vacation Plans

HANNAH M^cK. LYONS, M. D.



It has been so cold this spring that all work was delayed and some of us seem to have just become aware that it is July—and July means mid-summer. The children have been home from school a month as have the young folks from college or teaching. All so busy and eager with helping to catch up that only now is the restlessness beginning, and the need of some extra activities felt.

What a world of good times, and large living, will be missed if we do not get busy and plan a schedule for the rest of the summer. This does not mean an outlay of money, but just something done that some one in the family has wanted to do. Something different, something decided in the family council. Not somebody else's plan but your own.

Make a chart by taking a piece of paper and rule in spaces, one space for each week. Write down in each space the thing you think you can all do together that week.

Perhaps your first is a hike to the woods. What are you going for and what will you do and find? I know one group whose mother knew the bird calls and everyone sat still and quiet until they heard and knew twelve different bird calls by name. Then after the quiet resting and listening they had such fun running about hunting the rare Maiden Hair Fern, and lovely specimens of Moccasin plant. The Indian Turnip ("Jack-in-the-Pulpit") was gone, but the green seed pods were forming to be brilliant red, later in the year. May apples were getting yellow and their umbrellas were drooping.

Then they came upon a strange plant, something that made all think and study. One put the broken stem to her tongue and exclaimed, "Why it burns"; closer examination and the odor was somewhat like onions. A root was dug and they knew it belonged to the garlic family, but it was not like the garlic in the pasture field. More and more, it was everywhere. The woods were full of it. Could their Italian neighbors have thrown the seed about to grow in the cool shade of the woods?

Mother proposed a quiet game before tramping home and all sat on a log to see how many trees they knew by name and as the maple, oak, beech and tall poplar were named they told one thing about each. Did they have a good time? Do they want to go again? Did work get done quicker? Did they have something worthwhile to talk about? And did they look forward to next week?

But next week it rained. No outdoor excursion! Their chart said, "An afternoon at the neighbors," they have such a fine big swing. Needless to say there were sad faces in both homes. Then neighbor Burnett found it just the time for an errand he could do even when it rained, so his four children were brought over. Eight children

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Down In the Mountains

Reprinted from

"The Journal of the National Education Association"

Down in the mountains of North Carolina the people were very poor, for on the steep slopes they could raise no money crops and it was very difficult for them even to obtain a living from the soil. Acting individually, they seemed condemned to the same meagre existence which characterizes the lives of most mountaineers throughout this region. A really effective leader, however, appeared among them, S. T. Henry. He was engaged in the publishing business. But years ago he went to Spruce Pine, built a little home on a mountain top, and identified himself with the community. Under the leadership of Mr. Henry and with the help of the Tennessee Valley Authority, a cooperative association was formed.

This association could not possibly have gained support had it not had the endorsement of the TVA, and it could not have carried on its work without loans and expert counsel from that quarter. This cooperative has developed a seed potato industry. It has put up canneries so that now the farmers have a market for their tomatoes and beans at the local canneries. The cooperative secures a market for these products. It turns out, however, that the canned goods which are manufactured in the locality are not all thrown upon the market of the nation to add to the surplus of agricultural products. Much of the canned vegetables are consumed by the people of Spruce Pine, people who before had been eating vegetables only during the vegetable season. A new market has thus been created in the community, the result being a higher standard of living.

But the cooperative association of Spruce Pine has further ideas as to the development of the locality. The raw materials needed in making dishes are all present in the soil of that district. It is planned, therefore, to engage in the manufacture of pottery. Arrangements are being considered whereby TVA electric power may be made available, and through use of the electric process it is thought that a cheap fine and

high grade of pottery may be produced. Nor is that all.

Mr. Henry, knowing that the steep mountain slopes should be used as grass lands and should not be cultivated, is planning that the cooperative shall secure cheap fertilizers from the TVA and shall grow good grass on the hillsides. Then this land shall be taken out of cultivation and used as pasture land. Eventually, it is hoped that herds of cattle may be kept during the winter down in the valleys where corn and other concentrated forms of feed may be had, and driven to the mountain sides in the summer.

In the little town of Banner Elk, also in the North Carolina mountains, is Lees-MacRae College. Here also a cannery cooperative and the seed potato cooperatives are at work. Further south, also in the North Carolina mountains, is the Campbell Folk School, similar to folk schools in Denmark. Here a dairy cooperative is at work, with a canning cooperative close by. Half a dozen cooperatives assisted by the TVA are in operation, and several more are being formed. They have thousands of members. In these little communities, as in the others we have spoken of, one feels that a new and better and more secure way of life is being discovered.

Cooperatives grow not simply by an increase in membership, but more surely by an increase in the loyalty of the members. Not necessarily according to the number of cars, or tons, or dollars handled, but according to the extent the business aids in improving the conditions of each member. Not solely by an increase in the quality of the marketable product of the individual. Not by spurts of evangelism which brings large groups of uncertain minds into the fold at one time, but by constant missionary work which brings into membership, one by one, those sober-thinking, yet perhaps conservative and individualistic producers, who, once convinced of the value of cooperation, remain loyal to the very end.—Keystone Cooperation.

The Bridge Builder

An old man traveling a lone highway,
Came, at the evening cold and gray,
To a chasm deep and wide.
The old man crossed in the twilight dim,
For the sullen stream held no fear for him,
But he turned when he reached the other side,
And builded a bridge to span the tide.

"Old Man," cried a fellow pilgrim near,
"You are wasting your strength with building here.
Your journey will end with the ending day
And you will never again pass this way.
You have crossed the chasm deep and wide,
Why build a bridge at eventide?"

And the builder raised his old gray head,
"Good friend, on the path I have come," he said,
"There followeth after me today
A youth whose feet will pass this way.
This stream which has been as naught to me,
To that fair-haired boy may a pitfall be.
He, too, must cross in the twilight dim.
Good friend, I am building this bridge for him."

—Quoted.



Love The Land

(Cooperative Community Series No. 2)

A light rain was falling that afternoon as Bill and I went to the side door of the grey frame farm house. We wanted the older daughter of the home to help us with some recreational work in the community.

The mother, a tired worried looking woman with traces of weeping on her face, came to the door in answer to our knock. We had seen her in our Cooperative Community meetings once or twice. Just once her husband had come. A man of a great deal of ability and character, but from whom the years of failure, discouragement and stern wrestling with unyielding economic conditions had taken their toll, erased his cheerfulness, warped his splendid character, befogged his clear thinking and had caused him to be misunderstood by his family and by his community.

As we entered the living room, we noticed a trunk, and when we asked for Martha, the mother explained that she was packing; she had gotten a job in the factory at Leeton, a larger town twenty miles away.

Martha was a capable, quiet, lovely child with splendid possibilities. The mother understood her longing for life. She understood, too, the home conditions that were not at all what she had hoped for her family. The older brother had gone too, a job in town for a few dollars a week.

A routine dullness and hopelessness pervaded the whole atmosphere. There was always so much to do. The mother was not well—there were small children in the family. While their income was not large, their wants were few and there was only a small mortgage on the farm. With cooperation, understanding and a cheerful atmosphere there would have been plenty of material things and an abundance of happiness for all. I had there been a Grange, a 4-H club, a cooperative community consciousness, there would have been satisfaction, color and interest for all.

Time had been when the parents' hopes ran high. They dreamed dreams of a farm home where there would be satisfaction; where work, though hard, would be pleasure; where there would always be time to love the green fields, the blossoms in Spring, the fruits in Autumn, the leisure of winter evenings, the comradeship of each other and of their children. They should "Love the Land," their roots would grow deep and their ambitions soar high. Together, cooperating with each other, they would build the Home of their Vision; cooperating with other homes they would build their Community.

But somewhere, somehow the Destroyer had entered the garden of Eden of their Vision—had stealthily, slowly, yet persistently and successfully eaten into their souls

and obscured their Vision; had turned work into drudgery; had soured the joy of Comradeship.

The father felt himself to be a failure. The mother sorrowfully watched the children leaving their home. It hurt to have the splendid dream of their life torn in shreds.

Worse than crop failure—worse than drought—worse than the sheriff's hammer is the failure of farm children to understand and appreciate their heritage. Too often farm boys and girls reach high school age with no knowledge that their heritage is the very finest on earth. The table talk has been of work of the interest on the mortgage—the low price of wheat, of potatoes, of milk. Too often there is no time planned for a picnic in the orchard; to get books from the library; to cherish the pets the children so love; no time to bother with flowers. Even the dining table is shorn of beauty, with the fields full of daisies and buttercups. No time to scatter a few crumbs to the birds outside the kitchen window in winter.

My heart was heavy as we drove away from this home. We did not hear from the family for some time after that, but often I thought of them, and of the many, many farm homes who have this same heart-breaking experience—Martha and her brother John gone to town, to make homes there.

Where, oh where, parents, have we missed the "turn"? Surely the way of country folks is better, finer, cleaner, healthier, happier than that of city life. What is success, if not measured in these terms? Has it been our fault as parents that our

(Please turn to page 15)

AMONG NEIGHBORS

(From the Cooperative Journal)

Land O' Lakes Creameries, as shown by its last annual report, handled for its members last year 84,300,000 pounds of butter and 25,300,000 pounds of cheese in addition to large quantities of sweet cream, eggs, milk powder, casein, dressed poultry, dairy and poultry feeds and creamery equipment.

The Farmers Cooperative Exchange, a North Carolina farm supply cooperative, did an \$800,000 business during the first ten months of its existence, with some of its local retail stores showing an operating cost of less than 4% during the month of March.

Cooperatives are now handling more petroleum products in Minnesota than any of the ordinary companies, with only one exception.

Mutual water companies in California, Arizona and Utah are extending their facilities through loans from the banks for cooperatives.

Indiana's newest cooperative service is the Farm Bureau Mutual Insurance Company, which since March has written 1400 policies for automobile insurance for farm bureau members and other cooperative organizations within the state.

Howard A. Cowden of the Consumers Cooperative Association, North Kansas City, Mo., has published an illustrated booklet, "A Trip to Cooperative Europe" (price 5c) as a result of a tour of cooperatives in Great Britain and Scandinavian countries last summer.

The twelve cooperative turkey pools in Colorado have developed a specialized industry in their state, and last year shipped 190 cars of turkeys, or 90% of all out-of-state shipments.

The Cooperative Grange League Federation Exchange handled the largest amount of farm supplies during April of any single month since it began business 15 years ago.

A School for Cooperatives

COOPERATIVE leaders from all sections of the United States will occupy important places in the program of the American Institute of Cooperation at Cornell University, July 15-20. At these meetings every phase of cooperative business, activity and organization will be covered.

Legal considerations affecting cooperative organization and work will be presented by L. S. Hulbert, assistant general counsel of the Farm Credit Administration. Financial problems will be discussed by F. B. Bomberger, president of the Baltimore Bank for Cooperatives.

Cooperative Management

J. E. Wells, Jr., vice-president and general manager of the Central Bank for Cooperatives, and a well known business analyst will discuss the interpretation of financial statements. Management policies, operating procedure and personnel problems will be the subject of lectures by Sam Bass, general manager of a large cotton cooperative. Management problems as they relate to contracts with private trade, public agencies and other cooperatives will be discussed in a lecture by C. C. Teague, president of the California Fruit Growers Exchange.

Farm credit needs will be covered fully in a series of lectures by E. H. Thomson, president of the Federal Land Bank of Springfield, Massachusetts; M. G. Newcomb, executive vice-president of the same bank; H. B. Munger, president of the Production Credit Corporation, and G. W. Lamb, president of the Springfield Bank for Cooperatives.

Members of cooperatives which handle farm supplies will be interested in the section specializing in those subjects. Officials of the Cooperative Grange League Federation Exchange, Eastern States Farmers Exchange, Illinois Agricultural Association and the Southern States Cooperative have been selected to lead different phases of the discussion on this type of cooperation.

Keeping Members Informed

Membership relations of cooperatives will occupy a dominating position in the week's program. Field service, dissemination of information to members, educational activities and related work will be covered by lectures and discussions at several sessions. Included in this part of the Institute will be talks on the training of local leaders and of officials of cooperatives.

Cooperative principles and public relations will be studied by those

attending the week of lectures and discussions. Included on this part of the program will be H. E. Babcock of the Cooperative G. L. F. Exchange, Earl W. Benjamin of the Pacific Egg Producers, John Brandt of Land O'Lakes Creameries, Bristow Adams of Cornell University, Frank E. Gaunett, publisher of American Agriculturist, Robin Hood of the National Cooperative Council, D. J. Carter of Dairyman's League News and others.

The afternoon sessions of the first two days will carry special programs for farm women interested in cooperatives. Mrs. George Tyler, president of the New York State Federation of Home Bureaus, will preside. Others on this part of the program include Judge J. D. Miller, president of the National Cooperative Council; Professor William V. Dennis of Pennsylvania State College, Mrs. E. R. Hayden of Corfu, New York; Miss Flora Rose, director of home economics at Cornell University.

The Dairy Program

Specialized subjects will be discussed by men of experience in their respective fields.

Dairyman should find much of interest in the following eight subjects, the discussion of which will be led by men of experience such as T. G. Stitts, R. B. Corbett and E. E. Vial, all of the United States Department of Agriculture; W. H. Bronson, W. P. Davis, Chas. W. Holman, H. R. Leonard, George W. Slocum, D. N. Geyer and H. W. Fieneman, all prominent in large dairy cooperative groups; and others

who are well known in the dairy industry. The subjects are:

1. Factors of production.
2. The trend of consumption.
3. The effect of imports of both dairy products and competitive oils and fats.
4. The extent to which two years of operation under federal and state control has changed market conditions and market practices.
5. The relation of purchases of milk and dairy products for relief purposes to the soundness of dairy marketing programs.
6. The possible effect of reciprocal trade agreements upon dairy prices.
7. The methods of solving dairy surplus problems.
8. The spread factors between farm and retail prices of milk.

Fence Post Woods

The obvious way to reduce replacements of fence posts is to use only those woods which will last long in contact with the soil. Woods that last twenty years and longer in service are black locust, red cedar, mulberry, and osage orange. Osage orange has some disadvantage because it seasons so hard that staples can scarcely be driven into it. White oak, swamp white oak, honey locust, chestnut, northern white cedar, and catalpa give from ten to twenty years of service. The heartwood of these trees lasts much longer than the outer layers of sapwood.

The Cooperative Way

There is nothing to the old saying that "the good die young" as related to the life of cooperative institutions. The good ones continue to live, grow, and prosper, but some of the bad ones die a-borning or have a lingering existence and finally pass out for a number of very good reasons. Among the ailments leading to fatalities of cooperative associations are those of faulty organization. The first of these is "premature birth."

The consequences of inadequate and premature organization are usually overconfidence, too little capital, failure to fill a real need of producers, poor and undeveloped market connections, lack of understanding and appreciation of business practice as a requirement in the operations of the association, and withal, too many unfulfilled promises.

This means that in these instances, the cooperative program has been overpromoted and oversold, results have been overestimated, and operating problems and difficulties minimized in the organizational stages of the association. In many of these instances, they might be called leaders' enterprises rather than members' cooperatives.

F. W. PECK, Cooperative Bank Commissioner.

Chlorine Sterilizers Reduce Milk Losses

Found Effective on Utensils

LOW BACTERIA count milk is dependent upon three factors: first, healthy cows; second, only clean and sterile utensils from cow to milk plant; third, proper cooling. The first factor has been covered in previous REVIEW articles, the third is discussed on page 3 of this issue.

Clean and sterile utensils are necessary if good milk is to be kept sweet and appetizing. Quoting from *The Dairy Farmer*, "Dr. M. J. Prucha, dairy bacteriologist at the University of Illinois, found that 85 percent of all bacteria entering the milk produced in clean barns come from the utensils. So we must strike at the root of the trouble and destroy the germs in the utensils. 'Sterilize the utensil' is the way scientists express it.

Visibly Clean Not Enough

"More than visible cleanliness is needed to do this. Ordinary washing may leave a milk pail or a can shining and bright, yet literally covered with bacteria, all of which are too small to see with the naked eye. These bacteria multiply with unbelievable speed once they get into the milk. The utensil must be sterilized to keep them out.

"Steam will do a good job but it must be live steam, steam at 212 degrees, and every surface must be exposed for at least a minute, which would make utensils so hot they couldn't be handled. Besides, few dairy farms are equipped for effective steaming. Hot water must be almost boiling and the entire surface of every utensil must be exposed for several minutes to get the results desired. Mere rinsing with hot water from a tea kettle is as bad as doing nothing at all. It merely warms things up for a moment so as to incubate the bacteria, making them multiply faster. . . .

"The chlorine sterilizers appear on the market under numerous trade names. Three different forms are most common. Sodium hypochlorite is obtainable in both liquid and solid forms. . . . Chloramine T is an organic form of chlorine which is sold both as a powder and in tablet form. Then there is also calcium hypochlorite but this is less desirable

as it leaves a slight residue on the equipment and is of uncertain strength."

In his address before the New York Milk Inspectors' Association meeting J. W. Yates made these statements. "A chlorine solution fits into this picture more adequately than any other chemical that is available to the dairy industry. It is easy to use, is as effective in hot as it is in cold water and is very low in cost. Used in solutions containing one hundred parts per million of available chlorine as a rinse, it will destroy practically all of the germs that adhere to the walls and sides of utensils. Two gallons of this solution are sufficient to adequately take care of an average farmer's utensils. One-half a teaspoonful of a 50 percent average chlorine powder will make two gallons of 100 parts per million solution at the cost of less than one-half cent.

How It Is Used

"It is recommended that this solution should be prepared just before milking time in a milk bucket and the milk bucket rinsed with it; then rinse in turn all of the buckets; then poured through the strainer into a can, the lid placed upon the can and the can shaken so that the solution makes contact with all parts of it. It is then poured into each successive can until all of the cans, utensils and containers that are to be used during the one milking period have been treated. The remaining solution should then be taken to the dairy and the milkers' hands and also the cows' udders washed with it.

"This rinsing solution should never be carried over from one milking to another, but should be thrown away after it has served for one milking. . . ."

"A proper chlorine compound put in cold water as it comes from the well in winter or summer acts as a very efficient bactericidal agent. One need not even go into the kitchen or to the home to prepare or use it. Before milking, a pail full of water from the well with the proper amount of chlorine added is an effective sterilizing agent."

A warning is necessary that the use of these chlorine sterilizers is

not a substitute for thorough cleaning. One without the other is not enough. Cleaning removes all visible dirt. Sterilization—whether with live steam, boiling water, dry heat, or a chlorine compound—destroys the invisible bacteria which may cover the surface of each utensil.

A Warning

This warning applies especially to milking machines as there has been a careless attitude by many milking machine salesmen that "their machine is easy to clean." Thorough rinsing twice daily plus daily scrubbing plus use of a sterilizing solution is needed to eliminate serious contamination from this source. In this connection *The Dairy Farmer* says, "Milking machine users find that chemical sterilization enables them to produce the very finest quality of milk. Treatment of all parts with which milk comes in contact reduces contamination from this source to a very minimum. Several certified milk producers are using these sterilizers on their milking machines regularly. Additional precautions demand that all rubber parts must be free of cracks and crevices where dirt may lodge and which the chlorine might not effectively sterilize. As the liquid hypochlorites deteriorate rather rapidly in the presence of rubber, the solution in which rubber parts are kept should be renewed twice a week and some of the chlorine product added daily to keep up its strength."

JUNE BUTTER PRICES

Date	92-Grade	Solid Pack	Phila.	New York	Chicago
1	25 1/4	24 1/4	23 1/4		
2	26	25	23 1/4		
3	26 1/2	25 1/2	23 1/4		
4	26 1/2	25	24		
5	26 1/2	25 1/2	24 1/2		
6	26 1/4	25 1/4	24		
7	26 1/4	25 1/4	24		
8	26	25	24		
9	25 1/2	24 1/2	24		
10	25	24	23 1/2		
11	25 1/4	24 1/4	23 1/2		
12	25 1/4	24 1/4	23 1/2		
13	25 1/4	24 1/4	23 1/2		
14	25 1/2	24 1/2	23 1/2		
15	25 1/2	24 1/2	24		
16	26	25	23 1/4		
17	26	25	23 1/2		
18	25	24	23 1/2		
19	25	24	23 1/4		
20	24 1/2	23 1/2	22 3/4		
21	24 1/2	23 1/2	23		
22	24 1/2	23 1/2	23		
23	24 1/4	23 1/4	22 3/4		
24	24 1/4	23	22 1/4		
25	24 1/4	23 1/4	23		
26	24 1/4	23 1/4	23		
27	24 1/2	23 1/2	23		
28	25	24	23 1/2		
29	25 1/4	24 1/4	23 1/2		
Average	25 27	24 27	23 48		
May, '35	28 11	27 31	25 94		
June, '34	25 89	24 89	24 21		

Larro DAIRY FEED

**Hey! BRING
another
MILK PAIL**



A lot of dairymen are feeding Larro with pasture this summer—and getting plenty of extra milk as a result.

But that's not all.

Larro is putting health and condition into their cows—building them up for fall and winter—preparing them for the next freshening so that their calves will be strong and vigorous and their production and profit way up where a feeder likes to see it.

Use your pasture wisely. Feed it as a supplement to Larro—not as a substitute for it. Grass is not a complete feed. Cows need Larro every day. Order some from the nearest Larro dealer today and begin now to feed for profit.

Have you seen our new bulletin "Making Pasture Pay"? It's attracting a great deal of favorable comment. Let us send you a copy.

Raise Your Calves the Larro Way

How heavy are your calves at 20 weeks? At Larro Research Farm our calves weigh from 300 to 320 lbs. at 20 weeks and many of them more. We raise them with Larro Calf Meal—fed dry; no trouble, no scours, quick gains, vigorous health, low cost.

We have some interesting literature about raising calves. Send us your name and address and we'll see that you get it.

The Larro Milling Co.
Dept. O Detroit, Mich.

The Better the Feed
the BIGGER Your Profit

An Abundance of Milk

AFTER A YEAR of favorable reports about the milk market in the Philadelphia area it is necessary to call attention to some disturbing factors which have developed recently.

There is an ample supply of milk available and with thousands of consumers leaving the city on vacations during the next eight weeks the demand will be reduced slightly, a seasonal condition. Pasture conditions appear better than average and the absence of extreme hot weather has been conducive to high production.

All these factors contribute toward an over-supply and added to them is the uncertainty regarding regulations the control board may enact covering basic allotments for the next two years.

Conditions as to supply may change very quickly during the summer months, depending especially upon pastures and temperature. Consumption can not be expected to show any rapid improvement although no factors appear to be at work which might retard the gradual increase noted the past year.

A few instances of small irregularities in payment have come to light. How serious they may become if unchecked is problematical but they were brought to the attention of the Milk Control Board promptly as they occurred. As yet, no action is known to have been taken to correct this situation.

A secondary market near Philadelphia recently announced its intention to "lay off" an entire truck load of milk, leaving this group of farmers to find another market wherever and however they can. The reason is understood to be "too much milk." No consideration was given to the possible consequences of throwing this "distress" milk on the market. Efforts are being made by your association officials to find a satisfactory market for all Inter-State members who are affected.

Production over most of the country is much higher than a year ago, resulting in the reduction of milk prices on several markets. One report of an increase in Class I price is at Ft. Wayne where 4% milk is now \$2.00 per hundred pounds, f. o. b., an increase of 15 cents. Kalamazoo also increased its Class I price. Prices at St. Paul and Minneapolis, Lincoln, Wichita and several other markets were reduced from 20 to 40 cents a hundred pounds.

This increased production in the north central states, due largely to excellent pastures, is reflected in an

excessive production of butter and cheese, driving butter prices to a level lower than prevailed a year ago.

Milk production on June 1 was 4 percent greater than on June 1, 1934, in spite of a 5 percent reduction in cow numbers.

Production of evaporated milk was the highest in May of any single month on record and the stocks on hand were the largest on June 1 of any year since 1931. Trade output (movement to consumers) dropped sharply in May after a steady increase for months.

It is reported that the A. A. A. is considering the purchase of a substantial quantity of butter for the use of relief organizations. Should this develop it will lend substantial strength to the market and prevent much further decrease.

The average price of 92-score butter at New York was 24.27 during June, a drop of 3.04 cents from May and 0.62 cents under June, 1934. This sets the price of Class II and IIB milk for the Philadelphia market at \$1.15 and Class III at \$0.85, f. o. b. receiving station or loading platform. On secondary markets the prices f. o. b. dealer's plant are \$1.30 for Class II, \$1.15 for Class IIB, and \$0.85 for Class III.

Wisconsin Prices

Milk prices in Wisconsin dropped an average of 6 cents a hundred pounds from April to May, from \$1.36 to \$1.30. The sharpest drop was for milk used in making butter, from \$1.31 to \$1.18. The price for milk for cheese was \$1.21, for condensaries \$1.39 and for fluid markets, \$1.59. Butterfat was 32 cents a pound and farm butter 29 cents.

Milk production increased 9.4 percent in spite of 5 percent fewer cows. Production per cow was 22.12 pounds daily on June 1st, an increase of 15.5 percent over a year earlier. Pasture conditions were rated on June 1 at 85 percent of normal as compared to 42 percent in 1934 and all hay and feed crops showed prospects of 30 to 100 percent greater production than last year.

Write to the Bureau of Animal Industry, U. S. Department of Agriculture, Washington, D. C., for a pamphlet on Bang's disease (abortion) which discusses channels of infection, effects of the disease and method of dealing with infected herds.

When you are in clover, beware of the bees.

Readers' Letters

Newtown, Pa., R. D. 2
June 12, 1935

H. E. Jamison, Editor

I have just been reading the June issue of the Review and have been interested in editorial on "Brake on Consumption" and I can't help wondering if the increased consumption of beer and hard liquor is not an important factor in preventing a satisfactory consumption of milk. My common sense tells me that money spent for beer can not be spent for milk. Also only so much beverage is desired: if beer is used it naturally crowds out milk. What a pity. Milk is so important to the human race and beer is harmful in so many ways. Do not your figures bear this contention? Anyway we congratulate the Review on having no beer or whiskey advertisements.

Alvan N. Tomlinson.

(Editor's note:—Undoubtedly the competition from alcoholic liquors has served as another "brake" on the consumption of milk. It is impossible, however, to give any definite information on this point as we can not compare what "is" with what "might have been.")

Embreeville, Pa.

Dear Editor:—

Some fifteen years ago some breeders of purebred Guernseys conceived the idea of selling their milk as a Guernsey product. Scott-Powell were the first distributors to take up with the proposition and began selling double A Guernsey milk and labelled their wagons and trucks accordingly. All went well until lower testing milk gradually was substituted as grade A milk. Laboratory requirements were introduced as to lower temperature and bacteria testing milk to be sold as A milk. Today almost any milk is sold as grade A providing the temperature and bacteria meet the rules. This I claim is unfair not only to the producer of high testing milk—4.00% or better and especially to the purebred Guernsey and Jersey herds testing 4.50% to 5.00%, but also to the consumer who pays for quality because it is common knowledge that the higher the test the better the flavor as milk solids increase with the butterfat and the milk sugar improves the flavor. Also the nutritive value of high test milk is greater and if it be too rich in butterfat

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of May, 1935:

Butterfat Tests	7102
Plants Investigated	38
Calls on Members	455
Quality Improvement Calls	54
Herd Samples Tested	706
Membership Solicitation Calls	324
New Members Signed	72
Cows Signed	526
Transfers of Membership	74
Brom Thymol Tests	128
Microscopic Tests	465
Meetings of Locals	5
Attendance	182
Vocational School Lectures	4
Pupils Attending	127

as some imagine, this can be easily remedied by skimming off some cream.

Therefore it is my contention that the troubled milk market today is caused by the grossly improper grading by temperature and bacteria regardless of butterfat which formerly was the sole criterion.

I was pleased to read in the Review an editorial on cooling milk, which emphasized that there are other ways of cooling milk other than artificial refrigeration. It would be an interesting story if the whole truth were even told as to the many collusions in the salesmanship of artificial refrigerating plants and the impositions upon the helpless farmer. I would a tale unfold whose every word would harrow up thy soul and make every particular hair to stand on end like quills upon the fretted porcupine.

Very truly,

(Signed) HAYES C. TAYLOR.

Important Crops

The Pennsylvania department of agriculture report on the farm value of various crops in the 67 counties of the state shows that corn is first in 33 counties, second in 23, third in 8. Hay is among the first three in every county, ranking first in 32, second in 33 and third in 2. Potatoes rank first in 2 counties, Lehigh and Schuylkill, second in 9 and third in 9. Oats, apples and wheat were the only other crops to gain a rank as high as third in any county.

"Tricks of the trade" often come home to roost.

The
**LOW-COST
WAY
TO
LOW-COUNT
MILK**

HTH-15

KILLS BACTERIA

SAFE TO USE

Your high-count problems are solved when you use HTH-15. This modern chlorine carrier kills bacteria quickly and is safe to use on milk equipment. It comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping.

STERILIZES AT LOW COST

Because HTH-15 is so easy to use, because a little goes so far and because it saves time and labor, it has set a new standard for low cost in dairy sanitation. Dairymen everywhere are adopting it, for its low cost, of course, but more particularly because HTH-15 solutions are safe to use on metal equipment.

If you haven't tried HTH-15 it's time to get acquainted with it now. Let us outline a program for you that will more than satisfy every requirement you must meet—and at the same time lower your costs. Write for literature and free 1/4 lb. sample.

The MATHIESON ALKALI WORKS (Inc.)
60 EAST 42nd ST., NEW YORK

National advertising for milk and ice cream has been made possible by the "Sealtest System of Laboratory Protection," recently inaugurated by National Dairy Products Corporation.

All branches of this corporation are developing a uniform set of laboratory requirements for testing and controlling the purity and quality of the milk supply and of all ingredients used in ice cream manufactured by that company.

WHAT PRICE IDEAS?

That is what every piece of
good printing is—AN IDEA

If you would be interested in a good
printer's idea about good printing,
we are at your disposal at any time.

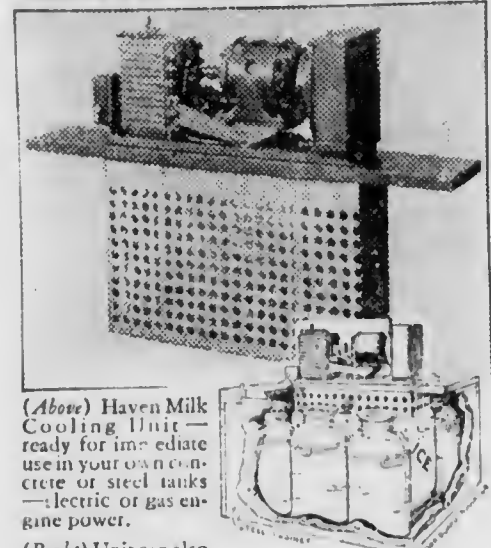
Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

**SOLD IN
2 SIZES**
3-lb. - \$1.00
1-lb. - 50¢

**Avoid Rejects
HTH-15 Helps You Meet
THE MOST RIGID
REQUIREMENTS**

HAVEN COOLS Milk CHEAPER QUICKER—EASIER



(Above) Haven Milk Cooling Unit—ready for immediate use in your own concrete or steel tanks—electric or gas engine power.

(Right) Unit can also be supplied complete with insulated steel cabinet, sizes 1 to 16 cans.

10 QUICK FACTS

1. Exclusive patented device eliminates troublesome expansion valve.
2. Builds and maintains large cake of ice.
3. Factory charged and adjusted—ready for operation.
4. Few wearing parts—longer life.
5. Direct Drive—no belts.
6. Easily and quickly installed.
7. Quicker cooling with the new Haven circulator.
8. Low initial and operating cost.
9. No more milk rejection.
10. Eliminates costly and troublesome handling of ice.

Send coupon or write for "Easy Terms" offer! DON'T fill your ice house until you learn about the Haven system of milk cooling—write today.

DEALERS WANTED! The rapidly growing interest in milk cooling makes the Haven Milk Cooler a fast seller to farmers. We have good territory open for live dealers.

THE HAVEN COMPANY
Milwaukee, Wisconsin

SURGE MILKING MACHINE CO., Syracuse, N.Y.
J. P. Heefner, 3104 Ibas St., Harrisburg, Pa., our District Representative, will gladly supply you with the name of our nearest county dealer, OR

Mail Coupon for Full Information

SURGE MILKING MACHINE CO., Eastern Distributors Dept. F183, Syracuse, N.Y.

Please send me without obligation complete information on Haven Milk Cooling Units and your Easy Terms offer.

Number of Cans cooled, night.....morning.....

Type of Power.....

Name.....

Address.....

ECONOMY SILOS
Focus special features found only on Economy Silos make it a leader. Send for details and low prices now on Wood or Concrete Silos, Glazed Tile, or Metal Silos. Economy Silo & Mfg. Co., Dept. D • Frederick, Maryland. **WRITE TODAY!**

Mention the Milk Producers' Review when answering these ads.

Milk Production Trends

(Continued from page 6)

whole produced 3.3 percent less milk in 1934.

Cash income from dairying dropped sharply from 1929 to 1934, the figures for the country as a whole being 39.7 percent less in 1934. The states which share the Philadelphia milk shed suffered less severely with a drop of 23.5 percent. The figures for each state are New Jersey, 12.8%; Pennsylvania, 24.9%; Delaware, 36.8%; Maryland 26.5%.

But compared to 1933 the year just past showed up well with a 21.2% greater cash dairy income in these states. Each state's improvement was as follows: New Jersey, 29.2%; Pennsylvania, 19.9%; Delaware, 18.0%; Maryland, 19.3%. The country as a whole showed a 12.7% increase in dairy income in 1934 over 1933. The low point in cash dairy income was reached in 1932 for the country as a whole with a barely perceptible increase in 1933. Comparing 1933 with 1929 we find a 46.5 percent drop in dairy income for the entire country while for the four states mentioned there was a 36.9 percent drop.

Cottonseed Meal Not the Cause of Udder Troubles

In practical tests, heavy feeding 10 pounds a day—of cottonseed meal to dairy cows did not cause an increase in udder troubles, the Bureau of Dairy Industry has found. The test was designed to find out how much truth there is in the widespread opinion among dairy farmers that the heavy feeding of high-protein concentrates will aggravate udder troubles and lead to the secretion of abnormal milk. R. P. Hotis and T. E. Woodward of the U. S. Department of Agriculture selected cows that had already had some udder troubles, thinking that if cottonseed meal does cause trouble it would be even more likely to do so in cows that had already had trouble or that were carrying an infection.

After a 22-week test with frequent examinations of the udders and with careful laboratory analysis of the milk from the cows, there was nothing to indicate that high-protein rations caused udder troubles, aggravated the development of acute mastitis, or had any significant effect in the development of abnormal milk. The number of cows on test was not large, but the results confirmed previous experience in feeding high-protein rations to large herds of dairy cows, and the examinations of the udders and the milk from the cows was more detailed and

critical than would have been practical with a larger herd. As a result the investigators conclude that dairy farmers are mistaken in thinking that it is the cottonseed meal in rations that is the cause of the troubles they often encounter with cows under heavy feed for high production.

It Isn't the Co-op., It's You

If you'd like to have the kind of a co-op

Like the kind of a co-op you'd like, You needn't slip your clothes in a grip And start on a long, long hike. You'll only find what you left behind, For there's nothing that's really new—It's a knock at yourself. When you knock your co-op, It isn't the co-op, IT'S YOU!

Real co-ops are made by men unafraid

To work toward a goal best for all. When everyone works and nobody shirks,

There's plenty for both Pete and Paul.

It's the real way of living to co-operate

For business and pleasure, too.

Your co-op will be What you want it to be— It isn't the co-op, IT'S YOU!

—Eastern States Cooperator.

Prices Paid Producers On Other Markets

Class 1 price, 3.5% milk for June, Weighted Average price for March, (*) April (A), or May (M). All prices f. o. b. city except New York applies to 201-10 mile zone and Chicago to 61-70 mile zone.

Market	Class 1 Price	B-fat Differ.	Retail Price	Average Weighted Price
Philadelphia	\$2.60	4c	11c	\$2.300
Pittsburgh	2.48	4	11	?
Baltimore	2.38	5.8	12	?
New York C.	2.445	4	13	1.76 A
Washington	2.73	4	13	?
Hartford	2.94	4	13	2.544 A
Boston	3.43	2.9	13	2.65 A
Atlanta	2.50	4	14	1.96 A
Detroit	2.48	4	12	2.09 A
San Diego	2.345	6.7	12	2.11 *
Milwaukee	2.05	3	10	1.61 M
Richmond	2.70	4	13	?
St. Paul	1.75	4	10	1.75 A
Providence	3.338	3.1	13	2.81 M
Akron	2.35	3.0	11	2.00 A
May prices				
Des Moines	2.00	3	?	1.48 M
Louisville	2.21	3	12	1.73 A
Chicago	2.20	4	11	1.838 A
Kansas City	2.28	4	12	1.86 A

A new candy, one pound of which contains the milk solids of 4 to 5 pints of milk, has been developed at Iowa State College.

Love The Land

(Continued from page 9)

children have wanted to leave the farm to become victims of shifting conditions in the city?

Have we given the child his rightful heritage? Did he hear from you on winter evenings of the splendored rural life as you played games and popped corn, in the early summer mornings as you worked together at family mealtimes? Or did the Marthas and the Johns hear you only because the mortgage, the taxes, the abuses of the farmer, the unfairness, the hard work?

Together farm mothers and fathers, Together with your children, Build—build your homes, Your community—your country! Send your roots—their roots Deep—deeper into the soil. You—they will find "Books in running brooks, Sermons in stones And good in everything."

Down In the Mountains

(Continued from page 8)

were just right for a very good time. But it was not the time for loud, noisy games. What would they do? Oh, it was just right for story telling. Auntie started off telling them about the seven stories which were found most popular with children in the playgrounds in the big city where she is a teacher: "Rapunzel", "The Tin Soldier", "The Little Lambkin." Then "The Pied Piper". She had dozens of little clay rats half inch long which helped make the story very real, and had been made by the children on that big playground. But it was the children's turn. They could not tell a story. "Oh, the rainy day selections studied at school? Yes, they could recite them."

Everyone had been listening so intently they did not realize how much time had gone. No time for Auntie to finish the other three stories which were, "The Farmer in the Dell", and "Three Bears" and "Little Red Riding Hood."

They must be kept for another time for Mother appeared with a big plate of cake made from the recipe, "Children's Sponge Cake" and pitchers of milk. How tongues did run with jokes and conundrums. But it was almost time for evening chores—just time for one more game. It would be Table Croquette. No, not the purchased set, for all things this summer were to be their own planning and doing. Jane hurried off for mother's clothespin bag; Jack for the bag of marbles used last spring, while Jessica got four small bottles for stakes. No mallets were needed, for shooting the balls was done by fingers just as in the game of marbles. Such fun they were having when the honk of the automobile told the visitors to hurry into raincoats and wraps—off for home.

The children at home walked over to their chart, wrote in the things they had done that rainy day; looked at next week's plans with a big hope for clear weather for the plan was that both families would go into town to visit a museum much talked about. And too, that chart must be revised—they are getting a vision of some finer things to do.

Easy street never leads anywhere.

The best man doesn't always make the most noise.

Joe: "Did you get your hair cut?"

Jim: "No, I just washed it and it shrank."



The Highway Patrol will tell you to carry insurance

THOSE men who ride the Highway Patrol day and night will give you good advice about automobile insurance. They see a lot of accidents, and they know that every automobile owner, even the most careful driver, should carry property and liability insurance. You can protect

yourself against claims up to \$5000.00 and \$10,000.00 for as little as \$17.00. Be safe. Mail this coupon today.

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

325 S. 18TH ST.

HARRISBURG, PA.

Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

☐ AUTOMOBILE or TRUCK INSURANCE

Make of Car.....Model.....

☐ COMPENSATION INSURANCE

Business.....Payroll.....

Name.....

Address.....

This inquiry does not obligate me in any way.

OUR FARMERS' EXCHANGE

Use OUR FARMERS' EXCHANGE for telling other REVIEW readers of supplies, equipment or livestock you are offering for sale or you wish to buy. Also use it for help wanted or position wanted advertisements.

The rate is 5 cents a word, \$1.00 minimum per insertion, or to members of the Inter-State Milk Producers' Association, 4 cents a word, \$.80 minimum per insertion. Payment must accompany order.

Advertisements must be received by July 31 for August issue.

Electrified Fence

ELECTRIFIED FENCES reduce costs 80%. Controllers for 110 and 32 volt current. 30 days trial. Write, One-Wire Fence Co., B-22, Whitewater, Wis.

Combinations of acid fruits and milk actually produce a more easily digested curd than that formed of milk alone.

Women endure pain more heroically than men—as any doctor or shoe dealer will tell you.—Grange News.

Tell these advertisers that you saw their advertisement in THE MILK PRODUCERS REVIEW.

Gloucester County Tested

Following the completion of tuberculin tests which showed that Gloucester County, New Jersey, is practically free from bovine tuberculosis, the Federal Department of Agriculture has classified the county as a "Modified-Accredited" area, the State Department of Agriculture announces.

Recently, the state and federal departments of agriculture tuberculin tested the 5,247 cattle in the county. Only three head reacted to the test.

The accreditation of Gloucester County makes most of South Jersey a "Modified-Accredited" area, for within the past two years, Atlantic, Cumberland, Cape May, and Camden counties and most of Ocean and Burlington counties have qualified for this rating. In addition, Hudson county was accredited in March.

Cooling Your Milk

(Continued from page 3)

called four-can machines. In one case the machine may be extracting 950 B.T.U. per hour while the other is removing 1,520 B.T.U. per hour. Buying a machine by the can size is like buying potatoes by the box when you do not know the size of the box." The mistake of buying too small a machine occurs too frequently.

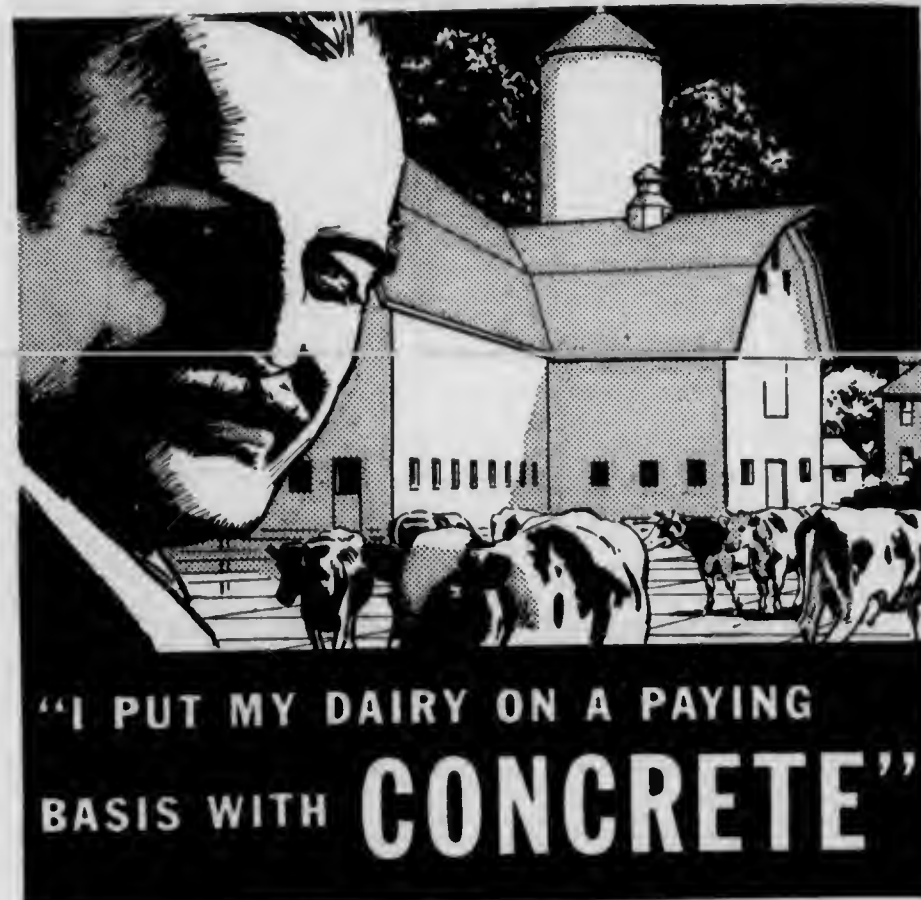
The quickness of cooling is determined by the amount of water in the cooling tank, temperature of the water, amount of ice found on the coils, agitation of the water and the size of the refrigerating unit. In some cases it is cheaper to agitate the water with a small motor than to operate the machine at a lower temperature. According to the Pennsylvania State College Bulletin No. 267, agitation is desirable as differences of 20 degrees may exist between the top and bottom of the can.

Important points to remember:

1. Keep water in tank above level of milk in cans. See illustration.
2. Use at least three gallons of water in tank for each gallon of milk to be cooled.
3. Agitate the water around the cans if the distributor objects to agitating the milk in the cans.
4. Use a dairy thermometer and cool milk below 60 degrees within the first hour.

Do you suspect mastitis in your herd? Your fieldman will help you locate offending cows, if any.

To reach the bottom, let go. To reach the top one must climb.



"LAST year I raised my old dairy barn and put in a concrete foundation, floor, first story, walls and manger. Fixed up the milk house, too, with clean concrete walls and floor and a concrete cooling tank. Now I have a grade A dairy that's absolutely sanitary. It's easy to work in, the cows give more milk—and I make a lot more money."

That's just one example of how concrete improvements pay. We could quote dozens. For instance,

state experiment stations have proved that a concrete silo is worth \$340 a year on the average farm. Concrete feeding floors and poultry houses; walks, troughs and foundations are other profit making improvements.

You can do the work with concrete, at low cost... and with certainty that what you build will last a lifetime. Check this list and mail to us with coupon. We will send you FREE a 72-page book that will be of much use to you for years.

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Dairy Barn... Floors...
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Walls... Poultry House

Dept. 1307, 1528 Walnut St., Philadelphia, Pa.
Please send: "Plans for Concrete Farm Buildings."

Name.....
P. O.....
R. R. No.....State.....

DONT BUY ANY MILK COOLER UNTIL YOU SEE THE New ESCO Model "DR"

"Dry Storage for Ice"

SAVES ICE — SAVES MONEY

You control the temperature. You cool your milk as low as you want... Because you can control the temperature... you also control the amount of ice you use. See this new Money Saver and Money Maker.

WRITE TODAY... Get Free Book... All about the New ESCO "DR" DRY STORAGE ICE COOLER.

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 8. Ice is stored dry.
 9. Escal quality workmanship and experience in building efficient economical Milk Coolers for years.



ESCO CABINET CO
412 East Biddle Street
West Chester, Pa.



ESCO is the Original Patented Milk Cooler

INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XVI

West Chester, Pa., and Philadelphia

No. 4

Co-ops Turn X-Ray On Selves

Study Own Problems and Plans at 5-Day Institute Program

MORE THAN a thousand men and women, leaders in this big business of farming, especially in farmers' cooperative organizations, met at Ithaca, New York, the week of July 15-20 to attend the American Institute of Cooperation. Your own association was represented by F. P. Willits, H. D. Allebach, F. M. Twining, Clayton Reynolds, C. E. Cowan, and E. C. Dunning for the entire week. The wives of Twining, Dunning and Reynolds also attended. In addition, Director H. W. Cook was in attendance four days and General Manager A. H. Lauterbach for the first two days. Your association's legal counsel, Francis R. Taylor, also attended the sessions on legal problems of cooperatives.

Mr. Lauterbach was one of the speakers on the program, his talk on "Is Government Control Here to Stay" being broadcast over station WESG. In this talk your manager stressed the public demand for regulation of some kind and expressed the opinion that we may expect it for a few years at least and perhaps some features of present control plans will become permanent. With control bodies set up he asserted it is more necessary than ever before for producers to be organized so they may be ably represented before such bodies.

The Institute covered every phase of cooperative endeavor, including the marketing of farm commodities, the purchase of farm supplies and the business management, membership relations and public relations of cooperatives in general.

Seventy Speakers Present

More than a score of the 70 speakers on the program devoted their energies toward analysis of the problems of association operations, while the commodity conference groups, attended by more than 1,000 delegates, discussed the detailed questions of organization growth and development.

Many of the problems which beset a cooperative, it was pointed out by L. S. Hulbert, assistant counsel of the Farm Credit Administration, had their inception before the association was organized. Lack of foresight in drawing up the papers for a prospective association, and a failure to foresee its future needs he demonstrated, have often later crip-

pled an otherwise healthy organization.

After a cooperative is formed, its success depends upon a development of cooperative spirit within the membership, and on a willingness to cooperate with the agencies with which it has business relations, C. C. Teague, president of the California Fruit Growers Exchange, told the delegates.

The Cooperatives' Objective

"The one objective of a cooperative association," he said, "must be to have an efficient sales organization; to have the ability to do as good or a better selling job than its competitors at less cost. Then it has something to tell members and prospective members."

Fred H. Sexauer, president of the Dairymen's League Cooperative Association, declared that ideal leadership to carry on the work of cooperatives must inspire confidence; it must be able to educate; it must have executive ability; and it must have a sense of proportion.

Eleven of the 50 sessions of the week were devoted to monetary policies, while discussions on the merits and defects of AAA activities were interspersed throughout the program. Thirty-seven states and four foreign countries were represented among the 1,000 delegates in attendance.

Sharp differences of opinion were expressed as to the course the country should take in its monetary policy. Dr. O. M. W. Sprague, former advisor to the United States

treasury, criticized the devaluation of the dollar, holding that the depression was not so much a monetary problem as one of production and consumption.

Dr. George F. Warren, of Cornell, on the other hand, stated that any country using a given weight of gold as a measure of value will be subjected to violent price fluctuations. These cause breakdowns not only in the financial structure, but in distribution and hence in production, he said.

Diametrically opposed views on the milk control program were presented by W. P. Davis, manager of the New England Milk Producers' Association, and Don Geyer, manager of the Pure Milk Association of Chicago. The former reported that continuance of federal milk control is overwhelmingly favored in the Boston milk shed, while the latter turned thumbs down on anything but cooperative control.

Necessary For Enforcement

"The reason why state and federal control plans break down," Mr. Geyer said, "is because the courts move too slowly to be effective." Mr. Davis corroborated this statement when he pointed out that cooperatives are essential under government control programs because the co-ops can force violators into line more effectively than the government authorities. "The real power to enforce the licenses lies with the cooperatives more than with the courts," he said.

In the last analysis, it was pointed out, intelligent and sympathetic administration of governmental control measures its degree of success. "A board of milk control," declared H. W. Fienemann, manager of the Connecticut Milk Producers' Association, "should act as an umpire or referee, allowing the industry to help draw up the rules of the game, and then seeing that these rules are lived up to."

(Please turn to page 2)

Bi-Monthly Directors Meeting

THE REGULAR bi-monthly meeting of the Board of Directors of your association was held on July 1 with all members of the board and all field representatives present.

Regular procedure was set aside by President Welty when he introduced A. H. Lauterbach, the association's new general manager who took up his new work on that date. Mr. Lauterbach was given a hearty and rousing welcome by the directors and employees present.

Routine business was then taken up after which C. I. Cohee, executive secretary of the Philadelphia Dairy Council reported on how our advertising penny is being put to work in promoting the use of milk in this market. He reported that the dairy exhibit which was on display at "Philadelphia on Parade", a commercial exhibit held in May, is being installed as a permanent exhibit at the Franklin Institute. Mr. Cohee also stated that the sales of milk at the two milk booths operated by the Dairy Council at "Philadelphia on Parade" was greater than for any other beverage available at the exposition.

I. R. Zollers, association secretary, reported that 147 new members, including transfers of membership from inactive members, had been taken into the association during the two preceeding months.

President Welty reported on legislative progress in Pennsylvania (covered in the July REVIEW) and also on the Northeastern Dairy Conference held at Boston on June 25-26. (See page 11.)

Mr. Allebach reported on market conditions, emphasizing that there were practically no dairies without a market provided the dairy complied with sanitary requirements.

A report on Field and Test work was made by F. M. Twining, director of that department. This work, he said, is progressing smoothly with gratifying results on determining and correcting the causes of returned milk.

A. R. Marvel, as chairman of the annual meeting committee, announced the appointments to the various committees. These appointments were carried in previous issues of the REVIEW.

Discussion was held concerning the desire on the part of the distributors to select new quarters for the Dairy Council. It was voted that if satisfactory plans could be developed the producer members on the Dairy Council board be urged to vote to retain the arrangement now prevailing.

A resolution was approved endorsing the leadership of the Pennsylvania State Grange and its secretary, John Light, in working so effectively for the interests of the agricultural cooperatives in the state. The resolution in full appears on this page.

Co-ops Tested by Surplus Problems

The test of the dairy cooperative as a permanent cog in milk marketing machinery is its ability and willingness to handle the problems associated with marketing and control of surplus, according to T. G. Stitts, dairy economist of the Farm Credit Administration who spoke to the American Institute of Cooperation in its annual session at Cornell University.

"No greater problems exist in the administration of a milk market," he said, "than those associated with the processing, handling, pricing and marketing of surplus. Nearly all other problems of marketing center in one form or another around the surplus question. Although cooperatives can render many worthy functions, fundamentally none are more important than to aid in holding a stable market."

Pointing out that no single method or plan for market control can be recommended for adoption in all markets, Mr. Stitts presented two major ideals for which he said most cooperative leaders believe an association must strive: first, to set up a marketing plan under which all milk will cost distributors the same price for the same use; and second, to distribute surplus equitably over the entire production of the milkshed, or in other words, to have a program under which all milk producers carry their equitable proportion of the surplus in the market.

For Work Well Done

"Whereas the Pennsylvania State Grange through its Secretary, John Light, has taken the lead in fighting the battle of the farm cooperatives during the recent session of the State Legislature, therefore, be it resolved that the Inter-State Milk Producers' Association commend the State Grange and its worthy Secretary, John Light, for the services rendered and pledge to the State Grange our support in every cooperative movement."

"Be it further resolved that a copy of this Resolution be spread on our records and a copy forwarded to John H. Light, Secretary of State Grange, also published in the REVIEW."

Co-ops Turn X-Ray On Selves

(Continued from page 1)

The problem in which almost all American farmers are interested either directly or indirectly—that of fats and oils—was discussed by Charles W. Holman, secretary of the institute. He pointed out that domestic producers of animal, vegetable and fish oils and fats have gained an annual income of more than 120 million dollars as a result of the excise tax of three cents a pound which congress levied on competing imported products.

"Large associations," said Robin Hood, secretary of the National Cooperative Council, "with members located over an area too large to hold frequent meetings, must resort to some form of printed literature to keep their members' interests in it. A regular magazine or newspaper, even though it be an unpretentious one, has been found by experience, to be efficient and economical."

Speakers before the women's session included Judge John D. Miller, of the Dairymen's League who discussed women and cooperatives. "In the cooperative movement," he said, "there are both tangible and intangible values. The tangible include the financial while among the intangible are recreational, educational and social values. Women are especially competent to appraise those intangible values. Associated together, the women can give material assistance in the cooperative movement."

"If the cooperative organization is the solution to the farm problem and the farm women are necessary to the farm," the chairman, Mrs. George Tyler said, "it simply proves that the cooperative organization needs her. We are not separate but simply one of the spokes in the wheel of a great organization."

An ounce of fact is worth a ton of fiction.

Greetings to Members

THIS is my first message to you since taking over the management of your association. I shall try to keep you posted as to my personal views concerning problems of the dairy farmer in the area represented by the Inter-State Milk Producers' Association. To do this I shall use this space in the REVIEW, and meet you individually and at meetings.

My past experience in dealing with cooperatives leads me to believe that the one real problem confronting all cooperatives is how to keep the membership properly informed. Just as last as it can be arranged it is my desire to contact as many of the Inter-State members as possible and in that way find out what is uppermost in your minds in the way of a progressive program for your association.

There never was a time when farmers needed an organization more than right now. Various forms of regulations, State and Federal, will continue and the farmers must appear before these regulatory bodies united on a program. Labor and industry are highly organized and have the money with which to engage talented men to act as their spokesmen. Producers must do likewise.

Since July first your officials and Board members have appeared before several State Milk Control Boards and Health Boards, calling to their attention the needs of the producers.

At the present time it appears as though

the depression is slowly disappearing. Let us hope that this is true. We must not lose sight of the fact, however, that every attempt will be made by law-making bodies to pass legislation that will prevent future depressions, and if agriculture is not represented in well organized associations representing the various commodities, labor and industry will get the long end of the stick.

It is generally recognized that it is impossible to get all producers to join one organization, just as it is impossible to get all to join one church, but it should not be impossible to get all farmers to join some organization and then get the leaders of these various organizations to work together for the common good of agriculture.

The success of any organization depends on the activity of its members as individuals and it is my ambition to put all members of the Inter-State Milk Producers' Association to work on a program which will make this organization stronger and even more useful to its members. Just how this can be accomplished we will try to work out in the near future.

There are tremendous possibilities ahead of your association but it will be necessary that we all cooperate, not only within our organization but with other farm organizations and with all State and Federal regulatory boards.

A. H. Lauterbach

Utilization of Milk

Out of every 100 pounds of milk handled by Pennsylvania milk dealers in 1934, approximately 57 pounds were sold by them for fluid purposes. Almost 12 pounds were used for fluid cream and 31 pounds was used in manufactured dairy products. This information is contained in a preliminary report of the "Supply and Utilization of Milk Handled by Dealers Located in Pennsylvania", by Pennsylvania State College.

Total milk handled was almost 3,900,000,000 pounds during the year, this amount including milk handled in country plants for shipment out of the state.

The source of milk handled by these dealers reveals that 82 percent of it was bought directly from producers, 8 percent was produced by herds owned by these dealers, 3 percent was bought as cream and nearly 7 percent was bought from dealers outside the state.

This milk was supplied by 78,286 producers and handled by 5,887 dealers of whom 4,798 were raw milk distributors, mostly producer-distributors.

Manufacturing plants numbered 17 and out of state dealers with country plants numbered 83.

This information was obtained from records supplied by the dealers to the state milk control board and was supplemented by field work of its authors, T. K. Cowden, F. F. Lininger, and E. G. Fouse. Copies can be obtained upon request by writing to Pennsylvania State College and asking for Technical Paper, No. 694. Another report is now in preparation which will show what becomes of milk produced on Pennsylvania farms.

Mastitis Seldom Cured

There is little hope that a cow affected with mastitis (garget) will ever completely recover from the disease according to findings at the University of Pennsylvania School of Veterinary Medicine. In making this study three cows with a total of eight infected quarters were observed and when these cows freshened the infection was still present in seven of the eight originally infected quarters.

These findings confirm the results of previous studies which show that the infection may persist through several lactations. More trouble has been observed with older cows and on the average older cows that

carry the infection also have more infected quarters, indicating that the disease is seldom eliminated from a quarter once it becomes established.

This type of research is so essential that the Inter-State Milk Producers' Association has in the past contributed to the fund necessary to carry it on and the Dairy Council board of directors at a recent meeting voted to make a contribution for the ensuing year, continuing its help of last year.

The research carried on thus far shows the need for further work on this disease. Especially needed is an accurate means of detecting the disease in its early stages rather than when well developed. Discovery of such a method might easily pave the way to preventive measures which will save cows which are often rendered unproductive by this disease.

A politician, addressing a group of farmers, wished to impress them with the fact that he was a farmer once himself.

"Yes, sir," he said bombastically. "I was raised right between the corn rows as it were, and—"

"A punkin, by gum," an old farmer back in the crowd broke in.

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Milk !!! The Food For All Ages

A New Feature

With the August issue of the REVIEW a new feature is inaugurated. That is a signed article by A. H. Lauterbach in each issue covering some policy or plan of the association. Doubtless you have already read his August message. Greetings to Members, which appears on page 3.

Watch that space, or the page facing it for Mr. Lauterbach's personal message. We expect he will have something of keen interest to all of you in that column monthly.

Milk Control Board

The appointment by Governor Earle early in July of Dr. Howard C. Reynolds of Factoryville completed the personnel of the Pennsylvania Milk Control Board. Dr. Reynolds was an appointee by Governor Pinchot to the original board but resigned after serving for about six months.

The other two members are John S. Pates of Washington county who is chairman of the board and Chas. Carpenter of Glen Moore, Chester county. Four public hearings have been held by the new board—at Pittsburgh, Harrisburg, Philadelphia and Scranton.

It had been rumored that a new general order would be issued by the Board, perhaps to be effective on August 1. At this writing, (July 31), however, no order has been announced. It appears that the board is studying carefully all facts and expressions of opinion obtained at the hearings so as to develop an order which will be workable, enforceable, fair to all groups.

Protect Your Milk

The price of success is eternal vigilance.

Every fluid milk producer knows it—and knows it well—for a slip up in any of a score of ways might mean "rejected milk."

A cow's udder goes bad—milking machine tubes not cleaned just right—an open seam in a pail or can—a windy day and flying dust—a heavy rain and the water in well or spring warms up—a little rinse water accidentally left in the cans on a hot day—the cows eat some strong flavored weed—these are only a few reasons for high counts and objectionable odors. Any REVIEW reader who has been following the recent articles by Inter-State field representatives can name a dozen more.

Such situations, even if they happen only once, may really cause inferior milk. Every precaution should be taken against them. This prevention is fundamental in the production of good milk, much more so than some of the aesthetic features of inspection standards.

Keep AAA's Good Points

The A. A. A. has been having a most interesting time since the NRA was over-ruled, first, because of the amendments to the Agricultural Adjustment Act; second, because of the numerous suits pending against the Agricultural Adjustment Administration to prevent collection of future processing taxes and to collect such taxes already paid.

Regardless of the outcome of all this one thing stands out. The opposition to the A. A. A. is highly organized, skilled and efficient. It has definite objectives and it has employed the talent necessary to attain those objectives. Especially conspicuous is the legal talent and the use of expert publicists who carry their story to the people through newspapers and magazines.

Much the same situation existed when the Federal Farm Board was carrying out its efforts to assist agriculture. One feature of that board's work, its attempt to stabilize prices, proved unwise and drew fire from every direction. The other 90 percent or so is still in operation, coordinated into other bureaus and divisions.

Careful observers have stated that the A. A. A. has been one of the most successful, both in administration and in achieving results, of any of the New Deal agencies. It has dealt fairly with producers, got results for them and is using its power judiciously.

Recent court decisions have declared that certain features of the

A. A. A. are unconstitutional. Too much power belonging to Congress being delegated to the Secretary and illegal processing taxes were the main points stressed in these decisions. The U. S. Supreme Court will render final decision on these cases.

Even should these features of the A. A. A. plan be declared unconstitutional that should not end all the work started. Some of the A. A. A. activities are purely emergency and as times improve those features can and should be discontinued and certainly any unconstitutional features should not be continued. But every other activity deserves careful study and those which are sound, useful, and workable should be continued.

The A. A. A. amendments, so bitterly fought by certain interests, should strengthen the law and make it more effective.

Certainly, its objective of adjusting supply to demand is sound business as demonstrated in steel, automobile, electrical equipment, farm machinery and other businesses.

As long as industry is protected by means of high tariffs we feel that agriculture, which normally is on an export basis, must be protected in other manners. The A. A. A. has proven of some help in adjusting this inequality. We are strongly in favor of retaining, in spite of processor opposition, those features which helped do this.

Send Those Letters

It is our job to make your REVIEW readable and likable. It is your REVIEW because, as an Inter-State member, you are part owner of it.

To make it the best little publication possible we want your opinion as to how it might be improved.

What do you like best about it and what should be expanded? The critics, good and bad, are quicker to put their thoughts on paper than are the contented. (We really want to get your honest opinion, favorable or otherwise.)

What is not now in the REVIEW which you think should be stressed from time to time? What new departments should be added? Let us know, your opinion will be appreciated.

What do you not like in it about it?

What features or types of material now carried impress you as being of little or no value? How would you suggest that the paper be improved? Send us a letter with these questions? We want your opinion—and yours—and yours. We will put your ideas into practice as far as our 16 pages will permit.

MILK PRODUCERS REVIEW

August, 1935

and, of course, arbitrating those points on which a difference of opinion may arise.

Send those letters so we may know your opinions.

Percentages for June

June percentages of basic sold in Class I showed a drop from May, considering the average of the market. One dealer who reported showed a higher percentage, several were the same and the remainder showed a decrease.

One less day in the month means about a 3 percent reduction in opportunity to sell fluid milk and reduces production in like proportion. In addition, production was high in June with practically all producers selling at least their Class I limit.

The weighted average price of Class I milk testing 3.5% butterfat, f.o.b. Philadelphia, as based on available information, was \$2.152 in June, a slight drop from the \$2.213 average in May. The average weighted price in the 51-60 mile zone was \$1.781 and in the 91-100 mile zone it was \$1.749 in June, both being slight drops from May. This lower average price is traceable mainly to the prices for milk in Classes II, II B and III being 11 cents per hundred lower than in May, a result of the depressed butter market.

Basic Utilization Percentages, June, 1935

Dealers' Names	Class 1	Class 2	Class 2B	Class 3	Class "A"
Abbotts Dairies Inc.	85	2	Bal.	—	81
Baldwin Dairies	86	Bal.	Bal.	—	81
Breuninger Dairies	91	Bal.	Bal.	—	7
Delchester Farms	74	Bal.	—	—	2
Fraima Dairies	78	12	—	Bal.	2
Harbison Dairies	81	17	—	Ba	75
Martin Century	97	Bal.	—	—	88
Myers Dairies	80A	20A	—	—	63
Scott-Powell Dairies	71	Bal.	Bal.	—	75
Supplee-Willis-Jones	74	22	Bal.	—	—
* "A" bonus on percentage of Class I.					
† "A" bonus on percentage of basic, remainder of full basic amount.					
‡ "A" shippers' basis at Class I price.					
§ "A" bonus on percentage of production up to full basic amount.					
"A" bonus on percentage of production up to full basic amount.					

Too Much Enthusiasm

Many worthwhile and valuable movements have been killed or seriously crippled by too much kindness in the form of over-enthusiasm. Cooperative marketing programs have suffered frequently in this manner.

Right now a new cooperative movement is in grave danger of just such enthusiasm. This is the consumer, or purchasing cooperative which has been growing rapidly the last few years. Rural cooperatives such as those handling feed, fertilizer and petroleum products are faring nicely, their managements having learned that they must be built soundly and on the basis of facts.

A similar movement is under way among many city groups in the handling of foods, clothing and some household supplies. Here, however, enthusiasm seems to be running wild.

Comparisons are made, stories of exorbitant profits are repeated, what appears to be "high pressure methods" are utilized in enlisting new members for these co-ops.

All too often full facts are not faced. The comparisons may be inaccurate or incomplete or covering different qualities of goods, the profit picture may be distorted by manipulation of figures, the insignificant exception may be cited as the general rule. Such methods skillfully used will excite enthusiasm but they will not overcome disappointments when results are less than the new members were led to expect. It appears that this movement in cities is still in the "promotion" stage.

Farmers cooperatives, taken as a whole, have weathered that type of experience. They no longer depend upon organized promotion adorned with rosy promises (with thorns covered up). Performance and service are the only inducements to new members and those inducements must speak for themselves—stand on their records.

Our urban consumer cooperatives have a place. The movement will grow. Many individual co-ops will fail—and most such failures will be directly traceable to rash promises, unjustifiably high hopes built up in the minds of members or the lack of appreciation of trained business management and of quality products.

Pass AAA Amendments

The United States Senate on July 23 passed the Bill HR8492 which amends the Agricultural Adjustment Act. This bill has already passed the House of Representatives and now goes in conference to adjust differences resulting from amendments made to the bill while in the Senate.

The dairy interests were successful in keeping in the bill most of the important features approved by organized dairymen of the country. These features also had the approval of the AAA officials.

An amendment offered by La Follette providing for extension of the funds now available for disease eradication and for the purchase of dairy products for relief purposes was approved. An additional appropriation of \$40,000,000 for the eradication of bovine disease was also approved.

Upon passage of this bill by the Senate it contained a provision making it mandatory for the Secretary of Agriculture to recognize the right of a cooperative association to

speak for its members. Another provision was struck out which might have been used in a manner detrimental to cooperatives.

One important feature of the bill was lost in the Senate and that is the export debenture plan which, to some extent, would have equalized for agriculture the tariff advantages enjoyed by industry. It is possible that this feature may be restored to the bill in conference committee.

The passage of this bill is generally looked upon as a victory for organized agriculture. Most of the demands of the larger farm organizations were included in the bill in spite of highly organized opposition from interests that sought defeat of the principles of agricultural adjustment.

Egotists cannot converse—they talk to themselves only.

Common sense is the knack of seeing things as they are, and doing things as they ought to be done.

Call your fieldman for help on quality, test, weight or payment problems.

When answering advertisements, mention the MILK PRODUCERS' REVIEW.

Inter-State Milk Producers' Ass'n

Incorporated
Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

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What Is Cost of Producing Milk

By Chas. E. Cowan

Inter-State Field Representative

THERE is no farming subject today that farmers as a whole know so little about as their own costs of production. This situation prevails among the various lines of agriculture and most certainly applies to the dairyman.

"What does it cost to produce 100 pounds of milk?" was the often repeated question asked the dairymen as they appeared before the many milk hearings affecting the Philadelphia milk shed.

Many of the individual dairymen who testified on the cost of producing milk, quoted their own costs as determined by the Cow Testing Association (C.T.A.) records, known also as Dairy Herd Improvement Association (D.H.I.A.) records. In the recent Pennsylvania Milk Control Board hearing covering the Philadelphia milk shed, the Inter-State Milk Producers' Association in its testimony submitted the cost of production records obtained from C.T.A. work in the State of Pennsylvania. However, the general manager pointed out to the Board that these cost records were below the average of the state as a whole.

During this same hearing the distributors of our product were asked a related question, namely, what does it cost to distribute a quart of milk? They answered this question by submitting to the Board their cost records as taken from their books.

Cost Records Are Scarce

Taking the United States Department of Agriculture figures as of January 1, 1935, we find that only 1.45 percent of the dairymen of the United States are keeping records of their production costs in D.H.I.A. This small number is evidence of the widespread lack of reasonably ac-

curate cost information. Let us get from the same U.S.D.A. report a more local picture by studying the accompanying chart. Each producer might well compare his herd with his state average and his state D.H.I.A. average.

There are many factors taken into consideration by our present D.H.I.A. procedure in the endeavor to determine individual dairyman's cost of production. The primary aid is to enable dairymen to produce milk more economically. To do this we, individually, must watch our feed and feeding costs, herd management practices, overhead and other details, regardless of how minor they may seem.

The Department of Agricultural Economics of the New Jersey Agricultural College has just completed a preliminary report on the cost of producing milk in New Jersey from August, 1933, to April, 1935. The following chart from "Cow Testing Studies, No. 99", explains the division of costs as they have found it over a large number of herds.

Division of Total Costs of 176 D.H.I.A. Members	
Feed	44%
Labor	20
Depreciation	7
Buildings	8
Other Costs	21
Total	100%

In order that any agency can set fair prices to producers, whether it be the farmers own organization, or a State or Federal body, it must consider the cost of production. Therefore, in the cost of milk the larger the number of dairymen in a given area who have these costs of production figures the more effective will be this bargaining power. With the dairy business in the highly com-

petitive state among producers it is in today, those of us who can hope to remain in the dairy business are the ones keeping accurate records on our herds, weed out boarders and aim toward producing good quality, clean and pure milk at the lowest practical cost.

When we speak of competition among dairymen, we think of it not only from a national standpoint but from an international standpoint as well. We are learning daily that tariff and sanitary regulation barriers will not protect local markets for local dairymen. The wisest and safest procedure is for local dairymen to control their costs of production so they meet similar costs in other areas.

You will recall from the market report articles carried in several winter and spring issues of the MILK PRODUCERS REVIEW that when New York butter reached 30 cents per pound and above we invited foreign imports of butter at the rate of 2 to 5 million pounds per month. The imported butter came from such countries as Denmark, Holland, New Zealand and others. One immediately asks how they do it? How can they produce the milk—make the butter—pay transportation costs plus our 14c per pound tariff and compete with American dairymen.

Taking Denmark as one example, an important reason for their being able to compete with our butter producing areas is that since 1840 dairymen in Denmark have been "economical production conscious." Records will show that from 39 to 70 percent of their dairymen, depending upon sections of their country, are under C.T.A. control. Compare this with the 1.45 percent in the United States.

The problem of knowing production costs rests individually with each producer. Your own county farm agent will gladly assist in developing and organizing ways and means of determining your costs for you. Your marketing organization also stands ready to assist in promoting this work.

Father (admiring his recently born heir): "That fellow will be a great statesman one of these days." Mother: "Oh, Charles, dear, do you really think he will?" "Sure of it. Look how easily he wriggles out of everything."

You can build no tomorrow without today's foundation.

August, 1935

Control Boards Hold Hearings

Prices and Trade Practices Reviewed

THE PUBLIC HEARING of the Pennsylvania Milk Control Board held at the Walton Hotel, Philadelphia, on July 9-10 was well attended at its daytime sessions the first day. The evening session on that day and the Wednesday morning session witnessed sharply reduced attendance.

Prices to producers, to consumers, to wholesale trade, cash-and-carry differentials, trade practices and marketing areas were discussed. Chas. Carpenter served as chairman of the meeting and conducted it in a fair and orderly manner, giving audience to everyone who wished to be heard.

One suggestion is in order, however, and that is that all producers should have been given a chance to be heard the first day of the hearing. Several who attended and expected to offer factual data to the board were not called until the evening session or on Wednesday morning and were not able to stay over or return for those later sessions. The hearing was announced for only one day and these farmers apparently had planned accordingly, expecting to be heard on Tuesday.

High points stressed by producers were to keep at least our present prices and to enforce all orders concerning price and method of payment. No criticism was voiced against present retail prices but some interests wanted various changes in wholesale prices.

One group of distributors went on record in favor of a price f.o.b. farmers loading platform for Class I milk trucked directly to dealers' plants, this price to be about 10 cents a hundred pounds under the price now authorized.

The cash-and-carry differential received more discussion than any other single subject, occupying most of the time on the first afternoon program.

Inter-State Represented

Your association was represented at the hearing by A. H. Lauterbach, general manager. His presentation was well received and commanded the interest and attention of the entire audience. It follows in full:

To Your Honorable Board:

It is the recommendation of the Inter-State Milk Producers' Association, representing producers who supply approximately 70% of the milk sold in the Philadelphia marketing area, that prices to producers be maintained at least at their present level.

Prices to producers for milk have not reached parity and in face of that fact we cannot allow ourselves to become party to any reduction in prices below those now in effect. In making this recommendation we recognize that the price of Class II, III and III milk is determined according to the price of butter and therefore should be maintained according to the price formula now in effect so as to permit producers to sell all their milk at all times.

We call special attention to the fact that the season of short milk production is rapidly approaching and we must guard

against any price change which might jeopardize the supply of milk for this market, especially should such a change be accompanied by adverse production conditions.

We wish to point out at this time that producers in this area were not paid a price last winter consistent with the high cost of feeds and other expenses of production. The price of Class I milk which was then in effect and is still in effect was comparatively close to the price of butter. This differential was not enough during the first four months of the year to cover the extra cost of production demanded in meeting sanitary regulations which apply on this market.

Cost of Production

I wish to submit as a part of this brief the results of some cost of production studies made by Pennsylvania State College as based on cow testing association records. Tables referring thereto are attached for your use and study and I shall read only a few figures from them.

The five year average production per cow, from 1929 to 1934, in Pennsylvania Cow Testing Associations, was 8223 pounds of milk. The average cost of milk was \$2.20 per one hundred pounds of 3.90 per cent milk.

U. S. D. A. figures give the average production per cow in Pennsylvania as 4930 pounds (1933).

Table One of "Comparative Cost of Producing Milk in 93 Pennsylvania Cow Testing Associations" shows cost of production to be approximately 60 cents per 100 pounds higher for cows averaging 4000 to 5000 pounds yearly than for those which average 8000 to 9000 pounds per year.

In a letter dated July 6, 1935, Mr. Earle L. Moffitt, in charge of Farm Management Extension at Pennsylvania State College says:

"The last three years are considerably below what the average cost would be over a period of years. In 1934 the cost turns upward and 1935 will be even higher, due to rise in the costs of feed and supplies, value of cows, cost of labor," etc.

Concerning the item "Net Cost Plus 10%" Mr. Moffitt points out that this item covers extra costs chargeable to general farm overhead for which the dairy should be charged its share. These charges include lost time from rainy days, unfortunate accidents, breakdowns of machinery, etc. He also points out that in the milk figures the owners' time was figured at only hired man's wages.

Sales Quantity Control

Our association favors the "sales quantity control" plan now in effect as outlined in Order No. 17 with some modifications which will make it fit today's conditions. These changes need further study and we would like the privilege of meeting with your Board and other groups of producers some time before you issue another order covering sales quantity control, to discuss

possibilities and develop workable changes in the plan.

This should be given the early attention of your Board and an announcement should be made as soon as possible so as to permit producers to know how and when their 1936 basic allotments will be determined.

Cooperation With Other Control Boards

We urge your Board to continue its practice of meeting with other state milk control boards, especially those in neighboring states, for the purpose of using your and their influence on state boards of health and milk inspection officials toward working out reasonable sanitary regulations which will be uniform within this marketing area and among states. We also recommend that you continue your practice of meeting with other state milk control boards for the purpose of working out uniform prices, classifications, hauling charges, sales quantity control plans, trade practices, bonding provisions, etc.

Strict Enforcement Essential

We are very anxious that your Board succeed in its effort to help stabilize the milk industry and in lending our support we cannot help but urge the necessity of strict enforcement of orders so that all producers will receive control board prices.

Relief Milk

Milk is recognized as our most important food, necessary for infants and fulfilling practically all requisites for a balanced food. We therefore recommend that every influence of the Milk Control Board be exerted to bring about the re-establishment of milk orders for families on relief, thus insuring that those families be supplied with an adequate quantity of this important food. Records show that the use of milk by families on relief dropped approximately thirty percent within thirty days in Philadelphia when relief funds were changed from milk and other orders to a cash basis, thus depriving milk producers of a substantial part of their milk market and at the same time imperilling the health of relief recipients.

New Jersey Hearing

A public hearing held by the New Jersey Milk Control Board on July 18 was also attended by Mr. Lauterbach, Mr. Welty and some of the New Jersey directors. The same general points were discussed by Mr. Lauterbach in his brief presented there as he had discussed before the Pennsylvania board. Sales quantity control was covered in slightly greater detail as follows:—

It has been our observation and experience that three precautions must be taken in laying down rules for such control.

(1) That the selection of a definite period, either consecutive, or scattered months, in determining each producer's base, or norm, is more effective in controlling production than is a yearly average.

(2) That whatever plan may be adopted must, in fairness to producers, be announced in advance of the period to be used in forming the base, or norm.

(3) That each producer be given an

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Dairy Herd Improvement Association Activities in Philadelphia Milk Shed States, 1934

State	No. D.H.I.A.	No. Herds in D.H.I.A.	No. Cows in D.H.I.A.	% of all Cows in D.H.I.A.	Average Annual Milk Production Cows in All Cows in State
					Pounds Pounds
Pennsylvania	84	1,603	30,864	3.3	8,136 4,930
New Jersey	18	332	9,704	7.3	8,453 5,900
Maryland	10	147	4,142	2.2	7,343 4,200
Delaware	1	19	427	1.2	7,197 3,900
West Virginia	6	55	1,073	.4	6,651 3,310

The Cooperative Community

Elizabeth M^cG. Graham, Editor

Rural Folks

Cooperative Community Series No. 3

"I wish rural folks in America were more proud of their farm homes, and more proud of their jobs."

Mr. Williamson was a neighbor and one of the people most active in the efforts to build our cooperative community. "It would be easier for me. All week I've been running around, trying to get a few folks interested in securing a market for their milk. The hardest thing I have to overcome is the 'What's the use, I'm beaten anyhow' attitude. If I could sell co-operation as I can sell a washing machine, it would be simple enough, but ideals are not washing machines, and they can't be demonstrated."

"And the seeds of cooperation are tender,—slow to germinate. They can't be forced. Quantity production is not possible. Ten persons signing on a dotted line may be a liability unless the ideal reaches base. One person thoroughly convinced may influence hundreds in the long stretch."

"Mr. Williamson, do you remember that meeting over in Cobbs Corner last winter?" I asked him. "How those folks did work to make that meeting a success! The other day at one of the farm homes I talked with the mother who had been out in the fields helping. She said that the talks that night had reassured her in many a discouraging hour. Someone had spoken of how the depression had caught them with a town house and lot, from which there was no income but plenty of outgo; of how anyone in such a position was in perilous danger at such a time. The same amount of money invested in a few acres—a few fruit trees, a garden, a cow or two and some chickens would have brought security, with relief from strain and worry about uncertainties."

"Yes," he replied. "Farm folks always eat well, always have eggs for breakfast, can at any time have country ham and fried chicken dinners, with whipped cream desserts—rare luxuries for the majority of city folks. Farm folks never miss a meal! What that means could be better understood if some of our people could only take a trip to city breadlines and to the relief headquarters."

"That's right. Those folks at Cobbs Corner were so interested as they talked of the advantages that farm children have—sunshine, fresh air, good food, room to grow, responsibility, contact with growing things. Farm folks are fortunate in having work. Perhaps that sounds like a joke, but countless men have gone 'haywire' in the past few years because they had no wood to chop, no fences to mend, no extra jobs to relieve their aching minds. No work is a far greater burden than too much work!"

"This farm mother I was speaking of must have digested just about all of that. She said she had never fully realized their own advantages, had never appreciated how much they had to be thankful for. 'I am proud,' she said, 'and my family are learning to be proud of our American Farm homes.'"

Yes, our community is growing in cooperative consciousness. There are many things we are planning—adult classes, projects for the children, community recreation, special interests and health work for the 'teen age; a dairymen's bookshelf for the men! But more important than all these is the awakening! The awakening of our folks to an appreciation of what they

have, rousing their interest and their pride. Time was in America when our farmers were the proudest folks in the land. A few acres and a farm home was the epitome of success. The desire of every youth was to be the proud owner of acres. But the onrush of industry somehow twisted our sense of values, took us to the city, gave us cash, and it pleased our vanity. Cash for what? For toys and beads, for lovely things to wear and see today. But what of the future? What of the four big essentials to well-being—a roof over one's head, a comfortable bed, a well laden table, a sense of security for the future? Suddenly industry failed us. Too late we learned that cash was not a dependable master!

Surely thinking people can profit from one such bitter experience. The troubles of the past few years have not been worth-while if they have forever banished the inferiority complex that has engulfed our rural folks and restored to them the glory and pride of their rural heritage. And set our faces towards the building of a cooperative community right where we are living today.

The Summer Institutes of the Indiana Farm Bureau Cooperative Association have incorporated recreation activities into their educational program, and are working with the newly organized national Recreation Cooperative at Delaware, Ohio, which seeks to offer an alternative to commercial recreation in the form of creative and cooperative leisure-time activities.

"The next generation will be that of the Eminent Village. The son of the farmer will no longer be dazzled and destroyed by the fire of the Metropolis. He will travel, but only for what he brings back. Just as his father sends his way across the continent for good corn, or melon seed, so he will make his village famous by transplanting and growing this idea or that. He will make it known for its pottery or its processions, its philosophy or its peacocks, its music or its swans, its golden roofs or its great cathedral of all faith. There are a thousand miscellaneous achievements within the scope of the great-hearted village. Our agricultural land today holds the plough boys who will bring these benefits. I have talked to these boys, I know them. I have seen their gleaming eyes."

—VACHEL LINDSEY.

Election Day

HANNAH McK. LYONS, M. D.

Two mental pictures are very vivid today—one was made a very few years ago when women were campaigning for the ballot.

The fire company of the town had granted the use of their auditorium for a meeting and the room was full. The speaker was a woman high school teacher from a neighboring city. She had been very interesting and her whole audience gave the closest attention.

At the close when discussion and questions were asked for, after some hesitation, one of the men arose remarking, "I do not believe in women voting, because they do not know enough."

Can you imagine a tense moment? The speaker was on her feet to answer very quietly. "I deny the charge; I teach in the high school in the city of Q. All the boys have been taught their Civics, their Citizenship by me; all they know of the Constitution has been taught them by me. no one else teaches these subjects but me. if I do not know enough to vote, how can any man there know?"

The second picture I would like to pass on to you has for its setting a Court Room where a number of alien with their papers appear before the judge to be made American citizens. It is an "oceanic," a ceremony even though it may be a simple one. The gavel falls, while a representative of the President pronounces the words which make those before him citizens of our well loved land. A moment before they were aliens, now they are vested with all the rights and privileges and duties which one born under the Stars and Stripes may enjoy and perform. Frequently, the Judge makes a little speech telling them of the spirit of our government and the meaning of citizenship.

As we turn from this picture, we find we are asking "What of the great army of citizens born on our own soil; who each year are reaching the age of constitutional citizenship and are armed with the potency of the ballot? What have we done to

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Whether we wish it or not we are involved in the world's problems and all the winds of heaven blow through our land.

—From the Yearbook of the Bradford County Events Club, Pa.

World-wide Agricultural Cooperation

From a Review of the 1935 Yearbook by Dr. Joseph C. Knapp

(Reprinted from Cooperative Journal)

A few comments from the separate articles (in the Yearbook) on agricultural cooperation in various lands will serve to show how agricultural cooperation is working to improve agricultural conditions in practically all parts of the world.

"The individuality of the cooperative movements seems less threatened by fusion with state enterprise than it was a year ago. There is a noticeable retreat in many countries from state empowered cooperation and a tendency to leave cooperation to the undisturbed enjoyment of a possibly restricted field."

A purely voluntary cooperative development in England during the past year has been the working out of an arrangement whereby the agricultural societies will have a more direct and satisfactory operating relationship to the Cooperative Wholesale Society (consumers). Under the agreement the Cooperative Wholesale Society will establish an agricultural department to serve the societies which are geographically well placed for extending to the whole farming community the benefits of cooperative supply thus made available through the far-sighted recognition of the Farmers Union and the Wholesale Society of common interests to be served."

The cooperative movement in Ireland has continued to work through the Irish Agricultural Organization Society during the depression. The quantity of cooperative dairymaking has tended to increase—there has been an increase in the volume of business of the Irish Agricultural Wholesale Society. In Argentina, agricultural cooperation "is a new social-economic current which creates a better world for everyone, both producers and consumers. The most important agricultural cooperatives are definitely of the 'mixed type' which may combine purchasing, marketing, credit, insurance, and other activities."

Turning to the Scandinavian countries we find that "with their highly developed and flexible systems of cooperation, they have adjusted themselves, with a bare minimum of State authority, to a system of control in which producers and consumers, of approximately equal in strength, both take their part and contribute in a remarkable manner to the creation of an harmonious national economy."

The following summary statement showing the proportion of cooperative business in Denmark is of particular interest: "The cooperative distribution stores handle about 17-20 percent of the turnover in the goods they are working with. In the cooperative dairies is handled about 90 percent of the milk. In the cooperative bacon factories,

(Note:—"The Yearbook of Agricultural Cooperation—1935" is one of the books included in the Two-foot Travelling Shelf of Cooperative Books which may be scheduled in your community for one month by writing to the Women's Committee of the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia.)



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AN ENGLISH POSTER

AMONG NEIGHBORS

A farmer's cooperative market is being established this year known as the Boston Regional Produce Market. It will occupy a 30-acre tract in West Cambridge where three important highways and rail facilities converge.

The Cooperative Wholesale Society of England has just announced a building program for 1935 which calls for the expenditure of \$5,000,000 for new office buildings, as well as plants to house the fish and egg section and extend the production of furniture, quilts, bicycles, soaps, aluminum ware and glass jars.

The largest cooperative marketing association in the State of Wisconsin at present is the Equity Cooperative Livestock Sales Association of the Milwaukee market. It serves about 35,000 farmers and sells for them approximately \$3,000,000 worth of livestock annually.

International trade between cooperatives has assumed a permanent place with the second shipment within sixty days of cooperatively compounded lubricating oil shipped from Missouri, the first order going to a cooperative in Estonia, and the second shipment to the cooperative wholesale of France.

Give Cans Proper Care

MUCH of the rejected milk can be traced to contamination from unclean or unsterile cans. These same cans may have been properly cleaned at the plant but during the several hours between cleaning and using they may have been handled carelessly, permitting bacteria to enter or to thrive in rinse water left in the cans.

"Three-way cooperation is essential to the production of high-quality milk with a low bacterial count, cooperation between the dealer, the hauler and the milk producer in maintaining the milk cans in a clean, sterile condition," says Dr. M. W. Yale, dairy bacteriologist at the State Experiment Station at Geneva, N. Y., who has been studying the factors that affect the production of low-count milk.

"The milk dealer should thoroughly wash, steam, and dry the cans, the hauler should return the cans promptly to the dairyman, and the dairyman as soon as the cans are received should remove the covers and invert the cans in a dry place protected from dust," says Dr. Yale. "Cans with open seams should be soldered smooth and discarded when beyond repair. Milk residues accumulate in open seams and are not removed during the washing process, and high bacteria counts may be due to this source of contamination.

"Many dairy farmers think that cans are sterilized at the plant and therefore need no further attention after their return to the farm. This is not the case, however, as some of the more heat-resistant bacteria survive the steaming process. If steamed and thoroughly dried at once, milk cans will not increase the bacteria count more than 10 per c.c.; but if the cans are kept covered and remain moist for hours in a warm place, they may add millions of bacteria per c.c. to the milk placed in them.

"Even a thin film of water is significant, for a drop of water is in size to a single bacterium as a small lake is to an ordinary sized fish. Although the water on the walls of the can may appear clean, it contains sufficient food material to permit the development of large numbers of bacteria if temperature conditions are favorable. The common practice of leaving cans with covers on, often in the hot sun, may be responsible for bacteria counts in excess of 10,000 per c.c. which means the loss of Grade A premiums. This is especially liable to occur between June and September. Visibly unclean cans should be re-

washed and re-sterilized. Cans which appear clean to the eye but which have a bad odor or contain moisture may usually be rendered sufficiently sterile by treating with water at a temperature above 180 deg. F. or by rinsing with a chlorine (hypochlorite) solution. In the case of the chlorine rinse, cans should be used immediately in order to avoid the production of off-flavored milk. But if the milk dealer, the hauler, and the dairyman cooperate, it should not be necessary to re-sterilize cans on the farm."

Making Cheese at Home

American cheese can be made at very little cost for materials or equipment according to directions contained in the new Farmers' Bulletin, "Making American Cheese on the Farm for Home Consumption." Write to Superintendent of Documents, Washington, D. C., and ask for Farmers' Bulletin 1734-F. The price is five cents.

Costs Are Higher Than Farm Prices

Costs are still higher than prices of farm products, says Dr. F. A. Harper of the New York state college of agriculture.

"Since the United States left the gold standard two years ago, part of the unfair relationship between prices of farm products and costs has been corrected. This has been caused largely by a rise in prices of things sold rather than by a drop in prices of things bought.

"Before the country left the gold standard in 1933 a New York farmer had to sell 77 per cent more products than before the war to pay for goods used in production. In December, 1934, the corresponding figure was 44 per cent.

"For the same month, compared with prices the farmer received for goods, he had to pay 15 per cent more for fertilizer, 21 per cent more for equipment and supplies, 45 per cent more for feed, 58 per cent more for building materials, 60 per cent more for farm machinery, 78 per cent more for seed, 21 per cent more for food, 43 per cent more for clothing, 51 per cent more for household furnishings, and 67 per cent more for house building materials. This shows how costs and prices are out of adjustment when compared with a normal period before the World War.

"On January 1," Dr. Harper points out, "it took 14 per cent

more farm products to pay a hired man in the New York area than it did before the war. It took 60 per cent more products to buy new farm machinery. Unfortunately, farming can not progress in efficiency by using labor saving machinery as long as this condition continues.

"About 46 per cent more farm products are now needed to repay debts contracted during 1921 to 1929 than at the time the money was borrowed.

"The big need," Dr. Harper concludes, "is higher prices to the farmers. They do not yet have enough money left after paying operating expenses to buy much machinery, household furnishings, paint, and building materials. Experience in this and other countries indicates that a substantial rise in the general price level is necessary if the unfortunate spread between prices of farm products and the costs of farming are to be quickly corrected."

Municipal Ownership

The government has made a survey of Milwaukee with the possibility in mind of starting a municipal milk plant. The sentiment of the Milwaukee Milk Producers is shown by an editorial printed in their official bulletin of April, quoting the Milwaukee Journal:

"Milwaukee's aldermen talk about putting the city into the milk, coal and other such commodity business. Since the city hasn't yet shown that it can efficiently handle even the snow shoveling business, where would it be likely to get with these others?"

"Consider the milk business, for instance. Under city management, as demonstrated after recent snowstorms, the housewife would call the city hall to complain that the morning's milk had not been delivered. She would reach, let us say, the health department, only to be told, 'This department handles milk inspection, not milk delivery. Call the department of public works.'

"The department of public works would say: 'This department provides the trucks, wagon and horses, but not the milk. Try the water department.' Then the harassed housewife could open a can of condensed milk.

"So it would go, this buck passing which is inherent in and typical of our governmental functioning. We have but to check the 'run around' that snow shovelers or others get, trying to trail down authority and responsibility, to suspect what would be happening under the milk or coal business if run under city management. It is one of the oddities of life that because a man can get enough votes to win public office, he so often believes that he is thereby qualified to run anybody's and everybody's business. He may have been a bust at his own business, and it may have been an accident of politics that he won, but immediately he swells up like a poisoned pup with his own importance, and his shoulders become stooped from the weight of carrying around such a profound head."

Father: "What was the chief cause of the accident?"

Daughter: "The nut that was holding the wheel was tight."

Swapping Opinions

Northeastern Dairy Conference

As Reported by WALTER E. PIPER
in American Agriculturist

RECOGNITION OF FACT that some form of governmental control must be maintained for at least a year or two longer, but that it should be accepted as temporary and not as a permanent measure, predictions that compacts between the states will finally emerge as best bet to regulate complicated interstate problems; and strong pleas to keep the dairy situation out of politics featured the discussions of the Northeastern Dairy Conference, held in the Gardner Auditorium of the State House at Boston, June 25 and 26. Unexpectedly large attendance, upwards of 300 farmers and officials representing 12 states, quickly overflowed the previously announced meeting place in the Hotel Bellevue and forced an early adjournment to the more spacious quarters made available by state authorities.

Meeting was run off in bang-bang style. Each speaker knew what he had to say and said it. Only note of uncertainty that crept into conference was on the old legal mix-up over inter- and intra-state milk. Explanatory talks on this phase by men from state and federal regulatory bodies cleared up many points but in end they boiled down to fact that both state and federal people will have to put their shoulders to the wheel as neither one can do the job alone.

Typical of feet-on-the-ground attitude of northeastern farmers was the noticeable undercurrent of opposition to any change in the Constitution to cure milk ills. "We don't need to change the Constitution to settle this milk question" was expressed not only from the platform but was also frequently heard around the lobby.

National Viewpoint

A significant slant was reference in several talks to need of national viewpoint in getting at ultimate solution of milk muddle. Convictions expressed by several speakers that western farm situation must be considered along with east seemed to be in nature of trial balloons to see how audience felt on matter. No outspoken opinion was ventured from floor on this phase of subject, but a possible clue to attitude of those present may be found in remark of prominent official who, edging up to this reporter as we worked our way through crowd at lunch-time, sotto-voiced, "This 'brotherly love' stuff may be all right, but I'm not keen about hugging those western fellows too close to my bosom until I can get a line on how our own people are coming out."

Speakers representing organized farmers were: Charles W. Holman, secretary of National Federation of Cooperative Milk Producers, who brought latest news on A. A. A.

amendments; W. P. Davis, manager of New England Dairies, with belief that control will not weaken or distort co-operative movement in New England; George M. Putnam of New Hampshire Farm Bureau, champion of cause of equalization and get-together spirit; John Light bringing message from Pennsylvania Grange; and A. J. Waldo of New York Farm Bureau with definite suggestions as to what should and should not be included in control plan.

Lauterbach Speaks

Officials on program were A. H. Lauterbach, retiring chief of dairy section of A. A. A. who told meeting that people in Washington were "only human" and "couldn't do it all"; Samuel W. Tator, Boston Market Administrator with encouraging report that voluntary control in Boston bids fair to tide over gap during period of legal what-to-do about license; J. E. Carrigan of Vermont Extension Service, reporting on work of conference up to date; Jesse W. Tapp, speaking for A. A. A. administrator Chester C. Davis who was unable to attend; and H. R. Lewis former Rhode Island Commissioner of Agriculture, believer in round-table method for getting action on current difficulties.

Elmer D. Hayes, of U. S. D. A. solicitors office gave a fine-point analysis of legal phase of question and Paul A. Dever, Massachusetts Attorney General reported on status of state control and advised greater consideration of interstate compacts as best way out.

Keynote of current thought on government regulation was struck by Secretary Charlie Holman with statement that whatever form of control prevails it must be viewed as means for handling job of milk distribution for benefit of producers and consumers. He warned that it is not a prop on which the industry

can lean and "above all," he said, "it should not be construed as an attempt to throw whole problem into Uncle Sam's lap."

The Lauterbach talk attracted special interest because audience sensed freedom of restraint in his attitude now that he is leaving Washington official circles and taking job of Manager of Inter-State Milk Producers' Association of Philadelphia. "Don't think for a minute," he said, "that I am leaving a sinking ship. I believe that next few years will see even greater progress in settling milk questions than in past year or two." Explaining that as owner of a Minnesota farm he saw both the western and eastern side of the picture he ventured opinion that western cream threat would be less serious if the two sections could have a mutual understanding as to time of year when such shipments would be acceptable and when that stuff should be "kept at home."

Describing himself as "outsider looking in," Harry Lewis in vigorous full-voiced fashion, described "dictatorial control" and called for a get-together agreement between state and federal bodies.

A. G. Waldo, representing New York Farm Bureau . . . urged that close watch be kept on demagogues who make political capital by opposing dairy control on grounds it will be harmful to consumers.

Attorney General Dever minced no words in advising action on compacts (between states). He definitely urged each state group go work for state board authority to negotiate such compacts in accordance with constitution.

Maryland Pastures

A new bulletin "Permanent Pastures in Maryland" by Fred V. Grau has just been published by the University Experiment Station at College Park.

It includes a survey of pasture lands and pasture conditions in Maryland together with discussions of fertilizer, cultural treatment, renovation and grazing management of pastures.

Advertisers like to know where you saw their advertisement. Tell them in the MILK PRODUCERS' REVIEW.

Call on your Inter-State field representative for help on returned milk troubles.

Milk Supply Is Adequate

Fluid Production Continues Through July

ADEQUATE supplies of milk are now available in the Philadelphia and neighboring markets with most distributors slow about taking on new dairies. A few distributors have been looking for new supplies and these requests were taken care of promptly by your association officers. In some cases it has been difficult to place dairies which have been shut off, especially if there has been any question about the quality of the milk.

Production is holding up better than usual this summer which accounts for this abundance of milk. Pastures have been good and in spite of July being hotter than normal the frequent rains maintained a good growth of vegetation.

Hot weather helped the demand for cream and sales improved during the month but total receipts of cream at the Philadelphia market during July fell under 1934, according to United States Department of Agriculture reports. During the month a steadily increasing proportion of these receipts were reported to be coming from states beyond this milk shed while receipts of local cream fell off somewhat from week to week.

Heavy Production

The national dairy picture indicates heavy production over most of the country, especially in the north central states where most of the butter, cheese, evaporated and condensed milk is produced and manufactured. Pasture conditions are excellent and indications favor abundant feed crops with a warm July speeding up a backward corn crop.

Declines in prices have occurred in several milk markets during recent weeks, usually including prices paid to producers and charged consumers. Abundant production and low butter prices accounted for these reductions.

Butter and cheese production is now running well ahead of last year although total for the year up to this date is below the 1934 total. June production was the second largest on record, ranking next to June, 1933. Total butter production the first six months of 1935 was nearly 4 percent under 1934.

Reduced Butter Consumption

The butter situation is made complicated by the reduced rate of consumption, a result of the high prices last winter. Some of these sales were lost to oleomargarine and

will be won back but slowly, even with low butter prices.

Storage stocks of butter are piling up with 72 million pounds on hand on July 31 at only four markets, Philadelphia, New York, Boston, and Chicago. These markets had almost 46 million pounds in storage on July 1, with a total in storage at all markets on that date of 96 million pounds. On this basis storage stocks may total 150 million pounds on August 1.

Cheese production in June was barely ahead of June, 1934, and for the first six months in 1935 is almost 10 percent under 1934. Storage supplies of cheese are smaller than in 1934.

Evaporated Milk Sets Record

Manufacture and storage stocks of evaporated milk again made new high records in June with 14.5 percent greater production than in May which had set a new months record. Total production for six months is estimated as 22 percent above last year. On July 1 there were about 285 million pounds of evaporated milk on manufacturers hands, compared to 152 million a year earlier. This was the largest supply ever accumulated and doubtless it has been added to materially during the last month. There has been some increase in supplies of condensed milk but production was lower in June than a year ago.

The average price of 92 score butter at New York during July was 23.88 cents, a drop of 0.39 cents from June and 0.61 cents from July, 1934. The market ruled steady during the month, ranging from 23.5 to 24.25 cents, but there was little incentive to lay in more than day to day needs. This was due to reports of continued high production.

Class II and III Prices

On the basis of this butter price the following prices prevail in Pennsylvania per 100 pounds of 3.5 percent milk in Class II, Class IIB and Class III.

Philadelphia, f. o. b. loading platform or receiving station

Class II \$1.14
Class IIB 1.14
Class III .84

Pennsylvania secondary markets, f. o. b. dealers' plants

June prices
Class II \$1.29
Class IIB 1.14
Class III .84

The differential for butterfat tests on Class II and IIB milk is 4 cents

per hundred pounds for each point (0.1 percent) above or below 3.5 percent butterfat test.

The price of Class III milk of any butterfat test can be determined by multiplying the price of butter, 23.88 cents, by the butterfat test.

Wisconsin Prices Down

Milk prices in manufacturing districts showed a further decline in June as evidenced by a report of Wisconsin prices. The average June price in that state for milk for all uses was \$1.16 per hundred pounds, an 11 cent drop from May. Milk brought \$1.10 for cheese, \$1.09 for butter, \$1.18 for evaporated and \$1.45 for fluid purposes.

In spite of 7 percent fewer cows production per farm was about 9.5 percent greater on July 1 than a year ago. Production per cow was 22.6 pounds per day, 17 percent more than last year.

Gene: "Has the depression hit you yet?"

Bill: "I'll say it has! First, I lost my job and went back to the Old Man's to live; sent my children to the orphans' home; my wife went back to her mother, and I shot my dog."

Gene: "That's bad."

Bill: "Yes, sir, if times get any worse, I'm afraid I'll have to give up my car."—*Safe Driver.*

Mention the MILK PRODUCERS' REVIEW when answering its advertisements.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk for July. Weighted Average price for May (M) or June (J). All prices f. o. b. city except New York price applies to 201-10 zone and Chicago price to 61-70 mile zone.

Market	Class B-fat	1 Differ.	Retail	Average
	Price	entail	Price	Price
Philadelphia	\$2.60	4c	11c	\$2.152 J
Pittsburgh	2.48	4	11	?
New York City	2.445	4	13	1.46 J
Baltimore	2.38	5.8	12	?
Washington	2.73	7	13	?
Portland, Ore.	1.84	5.25	10	1.60 J
Detroit	2.48	3.5	12	1.88 M
Milwaukee	2.05	3	10	1.60 J
Boston	3.45	2.8	13	2.302 M
Oklahoma City	1.68	4.8	11	1.33 J
Columbus	2.03	2.4	10	1.72 J
Houston	2.45	3	12	?
Minneapolis	1.75	4	10	1.55 M
St. Joseph	1.70	4	8-10	1.43 J
Wheeling	2.175	2.5	11	1.48 M
June prices				
Chicago	2.20	4	11	1.651 M
Denver	2.10	6	9-11	1.54 M
Kansas City	2.03	4	11	1.565 J
Richmond	2.70	4	13	?
St. Louis	2.25	3	10-12	1.52 M

August, 1935

Cull Poor Cows Now

There are two excellent reasons why farmers should plan to eliminate all of the poor cows from their dairy herds as soon as possible. E. A. Gauntt, extension dairyman for the New Jersey Agricultural Experiment Station, Rutgers University, points out.

"First," he says, "is the fact that we are now approaching the season when there will be a surplus of milk, which may cause the market to break. Second, the price of beef has almost tripled, so that prime beef has gone above 15 cents per pound on the hoof, while ordinary cull cows are bringing more than half that much on the hoof at the present time. This means that a fair sized Holstein cow in good flesh is worth between \$75 and \$100 for beef."

"Any cow that is a poor producer or that has udder trouble, or one that, for any other reason, is not profitable, should be sold as soon as possible."

Mr. Gauntt notes that in one cow testing association figures show that for cows averaging less than 200 pounds of butterfat in a year the feed cost alone for making 100 pounds of 4 percent milk would be \$1.60 per cwt.

"In the same herds, cows that made over 400 pounds of fat during the year produced 100 pounds of 4 percent milk at a feed cost of 96 cents."

Penn State To Be Host To 4-H Boys and Girls

More than a thousand boys and girls are expected to attend the annual State 4-H Club Week at the Pennsylvania State College, August 14 to 16, Allen L. Baker, state club leader, says.

State championship judging teams

JULY BUTTER PRICES

Date	92-Score	Whole Pack	New York	Chicago
1	24 1/4	23 1/4	23	
2	24 1/4	23 1/4	23	
3	24 1/4	23 1/4	23	
4	25	24	23	
5	25	24	23	
6	24 1/4	23 1/4	23 1/4	
7	24 1/4	23 1/4	23 1/4	
8	24 1/4	23 1/4	23 1/4	
9	24 1/4	23 1/4	23 1/4	
10	25	24	23 1/4	
11	25 1/4	24 1/4	24	
12	25 1/4	24 1/4	24	
13	24 1/4	24 1/4	23 1/4	
14	24 1/4	23 1/4	23 1/4	
15	24 1/2	23 1/2	23 1/4	
16	24 1/2	23 1/2	23 1/4	
17	24 1/2	23 1/2	23 1/4	
18	24 1/2	24	24	
19	25	24	24	
20	25 1/4	24 1/4	24 1/4	
21	25 1/4	24 1/4	24 1/4	
22	25	24	24 1/4	
23	25 1/4	24 1/4	24	
24	25	24	24 1/4	
25	25	24	24	
26	25	24	24	
27	25	24	24	
28	24 1/4	23 1/4	23 1/4	
29	24 1/2	23 1/2	23 1/4	
30	24 1/2	23 1/2	23 1/4	
31	24 1/2	23 1/2	23 1/4	
Average	24.88	23.88	23.59	
June, '35	25.27	24.27	23.48	
July, '34	25.49	24.49	23.63	

will be selected in contests for county representatives. Individual champion judges also will be crowned.

Other activities scheduled for the week include a style revue, stunts, singing, plays, assemblies, vesper services, recreation, tours, and departmental demonstrations.

Immediately preceding this 3-day program, on August 12-14, the annual leadership training school for older 4-H club boys and girls will be held at the college, according to an announcement by Mr. Baker.

Watch That Cooling!!!

Complaints from numerous producers in several parts of the milk shed led to a recent detailed investigation of the reasons for high bacteria counts and frequent rejected milk.

The milk reached the plant at from 50° to 60° temperature yet microscopic study of samples of that high count and rejected milk showed strong evidence of poor cooling and, in many cases, also some evidence of utensil trouble. Bacterial counts made by the distributors and the results of our microscopic examination checked closely with each other.

This is almost conclusive evidence that this milk, or a part of it, was not cooled until several hours after milking, thus giving the bacteria a chance to develop. Milk must be cooled promptly to be cooled properly.

Pasture Poisons

Professor W. C. Muenschner of Cornell University urges farmers to examine their fence-rows and hedges for such poisonous shrubs as wild cherries; to look along banks of streams and ditches for water parsnip and night shade; and to scan the woodland parts of the pasture for such poisonous plants as white snakeroot, mountain laurel, sheep laurel, Dutchmen's breeches, and bracken fern. Field buttercup and horsetail ferns are also among the 50 kinds of poisonous plants frequently accessible to livestock.

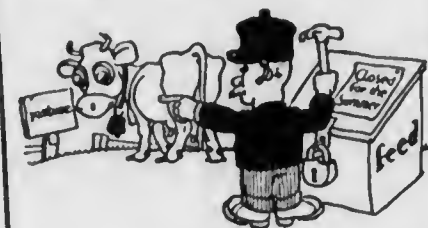
Fortunately, he says, "livestock do not eat poisonous plants unless there is a shortage of pasture forage. It is easier, however, to prevent poisoning than to cure it."

"The animal may get mineral poisoning if too much salt is licked; or lead poisoning from licking newly-painted surfaces. Occasionally an animal is poisoned from grass eaten under trees that have been sprayed, or from spray equipment or cans that have contained arsenic compounds."

Larro DAIRY FEED

Said she:

Just you wait till Fall comes!



"Away with you," said the dairyman. "I've closed the feed box for the summer. Eat grass. It's all you need!"

"Okay, boss," said the poor dairy cow. "I'll get along. But just you wait till fall comes again. You'll wish then that you had given me Larro Dairy all summer long. A few dollars' worth of feed now will be a mighty profitable investment for you."

Don't you make this mistake. Keep your cows strong, healthy and fit for heavy fall production. Grass alone can't do it—no matter how luxuriant. Get rid of the "boarders" in your herd. Produce your milk supply from a smaller number of cows. Feed Larro Dairy with pasture and you'll make more money with less labor. Feed for profit always.

Have you seen our bulletin "Making Pasture Pay?" It's causing a great deal of favorable comment. Write for a copy today.

What About Your Fall Pigs?

Put the sow on Larro Pig Feed now. Complete and ready-to-feed. She'll have a healthier litter and plenty of milk. Raise the little pigs on Larro Pig Feed, too. They'll grow faster, at less cost, and you'll have deliciously flavored premium pork. It's not too late to put your growing pigs also on Larro Pig Feed.

The Larowe Milling Co.
Dept. O Detroit, Mich.

The Better the Feed the BIGGER Your Profit

OUR FARMERS' EXCHANGE

Use OUR FARMERS EXCHANGE for telling other REVIEW readers of supplies, equipment or livestock you are offering for sale or you wish to buy. Also use it for help wanted or position wanted advertisements.

The rate is 5 cents a word, \$1.00 minimum per insertion, or to members of the Inter-State Milk Producers' Association, 4 cents a word, \$.80 minimum per insertion. Payment must accompany order.

Advertisements must be received by August 30 for September issue.

Electrified Fence

ELECTRIFIED FENCES reduce costs 80%. Controllers for 110 and 32 volt current. 30 days trial. Write, One-Wire Fence Co., B-22, Whitewater, Wis.

WHAT PRICE IDEAS?

That is what every piece of good printing is—AN IDEA

If you would be interested in a good printer's idea about good printing, we are at your disposal at any time.

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

Fourteen million cattle, hogs, and sheep were marketing through farmers cooperative livestock marketing organizations in 1934. This business was handled by 41 sales agencies and represents a growth since 1921 from 4 agencies handling 750,000 head of livestock.

From thirty-two years' intimate association with the animal world, Dr. W. Reid Blair, director of the New York Zoological Park, rates the intelligence of ten animals as follows:

1. Chimpanzee
2. Orang-utan
3. Elephant
4. Gorilla
5. Domestic dog
6. Beaver
7. Domestic horse
8. Sea lion
9. Bear
10. Domestic cat

Lady: "What part of the price do you charge for the water in your milk?"

Milkman: "Not a cent—I charge only for the milk that's in the water, ma'am."

Use Care in Buying Cows To Avert Udder Troubles

Udder troubles, a scourge in dairy herds of this milk shed and throughout the country, may be materially reduced by dairymen who use greater care in the purchase of cows. E. J. Perry, extension dairyman of the New Jersey State Agricultural Experiment Station, Rutgers University, is convinced.

A recent survey of the causes for disposing of dairy cows, conducted by the Dairy Herd Improvement Associations of 25 States, Mr. Perry points out, revealed that 11.7 percent of the cows disposed of in New Jersey herds are discarded because of udder trouble in one form or another. The average for the 25 States surveyed was 7.7 percent. Other reasons for disposing of the animals were: low production, 38.6; sterility, 6.7; abortion, 5.7; old age, 3.4; accident, 1.5; sold for dairy purposes, 2.2; miscellaneous reasons, 2.1. Death eliminated 5.6 percent of the group.

"Because New Jersey dairymen buy many cows, much of this udder trouble can be avoided by taking greater care in the buying process," the extension dairyman asserts. "The best cow buyers are udder experts. Before purchasing a cow or heifer they make sure that her udder is not only well developed and of good character and quality, but also that it is free from abnormalities and disease."

"To become adept in examining for such attributes, it is a useful practice to inspect the udders of many cows, noting conformation and difference in shape, size, uniformity, position and quality. Inspecting from in front, laterally, and from the rear, the trained eye readily notices marked discrepancies. It can be seen at a glance whether one quarter is abnormally large or unnaturally small in comparison with its mates, or if it is distorted by an injury or by previous mastitis attacks."

Mr. Perry lists the following factors as important in a close inspection and manual examination:

1. Roll each teat, in turn, between the thumb and fingers. By so doing, a growth or thickened condition of the lining membrane of the milk duct may be felt.
2. Examine a little milk from each teat and note the color, consistency, and smell. Abnormal milk indicates disease of the udder and is therefore a sufficient reason for rejecting the cow.
3. Note at the same time whether the cow is an easy milker, and be sure that she is not a kicker.

Also be sure that the teats are not too small, that they do not spray milk, and that they are free from fistula, unduly large warts, chaps, cracks, and sores.

4. Massage, or feel each quarter of the udder in turn to detect if any hardening or tumor tissue is present. The presence of such tissue denotes that the cow is liable to have another attack of mastitis.

Mr. Perry warns that no cow should be purchased without making the above examinations.

Price and Production

The price of milk is all-important and the better the price the greater the incentive to produce it. As producers we face constantly a lot of unpleasant facts about price and its effect on supply. We are inclined to agree with the point of view expressed in the following item reprinted from the *California Milk News*:

A Merry-go-Round

"I asked a distributor if he considered the present price for milk to the producer as enough. Very frankly he said that he did not."

"Then how much do you think it ought to be?"

"He named a price above the recognized cost of production."

"Well, why don't you pay that much?"

"There are too many cows here now," he replied. "The minute we paid that price, the dairymen would buy more cows, on the principle that if he could make a fair living off the herd he has, he could make more with twice as many cows. Then there would be more milk than we could use, and somebody would begin to buy the surplus at a lower price and cut under us on retail business."

If this is true, I gather that neither producer nor distributor is to be trusted in any effort to stabilize the market beyond the point of his own immediate advantage.

And if that is the case, some sort of control appears to be necessary if we expect to work toward the greatest good to the greatest number.

But we have always rejected every plan for control that has been attempted. Good or bad, we have torn them up and thrown them away. We do not intend to be dictated to by any group, by any ordinance, by any law, state or federal.

Is it not legal to assume, under these circumstances, that the industry in this area is not yet ready to work together, that it must continue to take it on the chin for a while longer?

"Father," said the small boy, "what is psychology?"

"Psychology, my son, is a word of four syllables that you ring in to distract attention when the explaining gets difficult."

When Soil Runs Down

"The history of past civilizations was written with land," says Dr. Linwood L. Lee, Regional Director of the Soil Conservation Service, in the first issue of "New Jersey Soil Conservation News." "The rise was on fat lands; the decline came when soils were worn out. Today, in many parts of the world, bare existences are eked out on land which once supported flourishing civilizations. Soil erosion brought about these violent changes."

See "The Human Race"

"The Human Race", a new sound film prepared by the Dairy Council is now complete and is available for meetings. This fifteen minute film portrays in an interesting and instructive manner the complexity of human activity and the necessity for ample and proper food to build the muscles and furnish power for their use.

Milk, of course, is subtly suggested as the best food for this purpose. The picture includes scenes from the 1932 Olympic games and numerous other athletic contests as well as from everyday walks of life. In this connection, athletes who participated in the Olympic games, regardless of the nation they represented, used about three times as much milk and other dairy products as the general run of American citizens.

The film is available in both the standard and in the 16 mm. film and can be used in any projector equipped with a standard sound producing device. Several copies are available, permitting loans to different groups at the same time. A special projector together with portable sound apparatus is also available for groups which do not possess the proper equipment but can not be sent out except with a qualified operator for handling the projector and sound equipment.

Cheese Adulterator Fined

A \$500 fine was levied against Nick Costa of Boston for conspiracy to violate the Federal Food and Drugs Act. He, with others, had shipped in interstate commerce three varieties of "cheese" in which mineral oil had been substituted for butterfat. Sam Bruzzese and Fred H. Willard have pleaded guilty to the same charge.

A fourth conspirator, Vincent Bruzzese, is now serving an eighteen-month sentence in the Federal penitentiary at Lewisburg for shipping colored oleomargarine as butter.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of June, 1935:

	NO.
Butterfat Tests.....	6675
Plants Investigated.....	34
Calls on Members.....	406
Quality Improvement Calls.....	48
Herd Samples Tested.....	710
Membership Solicitation Calls.....	246
New Members Signed.....	76
Cows Signed.....	541
Transfers of Membership.....	51
Brom Thymol Tests.....	420
Microscopic Tests.....	1300
Meetings of Locals.....	3
Attendance.....	125

Election Day

(Continued from page 8)

impress them with the duties and responsibilities as well as the privileges of American Citizenship? Yes, a smattering of "civics" in school, but it is a long time after that the great day comes when the first vote may be cast. No one with or without authority welcomes them to the privileges of citizenship.

As in many human affairs, we have put the cart before the horse and perhaps that is why we are shocked after each election to find there were so many stay-at-homes, that about half were too indifferent to attend.

The framers of our Constitution certainly meant the ballot box to be the foundation

of all our institutions. When the Constitution was ratified, it was the will of the people which was to make decisions at the polls. But all too frequently, decisions have not been made by the majority. We all know of occasions when good issues have been lost and bad ones gained by an actual minority.

We all know of the interest, the information, and the efforts of the League of Women Voters. Just once have I seen a Woman's organization at their annual meeting have a very little exercise for members of the Junior branch present who might vote at next election. Still better it might be made a civic affair in township or borough for every one who has the privilege of casting their first vote this year, when the best men and women of the community by speech, and pageant, and music, magnify the importance of the ballot box, until we make its use a matter of religious duty. Not only a personal matter for ourselves, but as a solemn effort to get every one to use the privilege.

The marking of the ballot ought to be the most solemn and weighty undertaking in our individual civil life. If any act of life should be preceded and accompanied by prayer, this is certainly one.

Let us put first things in their right place, and at once mark our September calendar (the 17th) for Primary Day. First, of course, see that you are registered. If these two days are marked you will have no need to plead "I forgot." Do not say "the election this year is not important" but get the habit right now and be sure to begin with the school elections; they touch the very deepest and most important part of our whole social fabric.

Women Learning to Drive: "But I don't know what to do!"
Her Husband: "Just imagine that I'm driving."—*Chelsea Record*.



"EVERY time I get out on the highway with its hairpin curves and speedy traffic, I thank my lucky stars that I have a policy with the Penna. Threshermen and Farmers. I can drive with the comforting assurance that an accident on my part involving a property damage or personal liability suit, will not drain off my life savings, or lose me my farm. I know that I'll be represented in court, and, if necessary, backed

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Control Board Holds Hearings

(Continued from page 7)

opportunity to make a new norm, or base, each year.

Wm. Duryee, chairman of the New Jersey board, announced that new basics would not be made for 1936 but that individual adjustments would be considered.

The necessity of control boards and dairy cooperatives working together was stressed by Mr. Lauterbach at this hearing. His public statement there applies with equal force in other parts of the Philadelphia milk shed and in other milk sheds. It follows:—

As the representative of the Inter-State Milk Producers' Association I am glad to offer your board every possible help in the formulation of your control board orders and in the enforcement of every sound effort to help and stabilize this important New Jersey industry. I urge you especially to work with the dairy cooperatives which operate in this state, enlisting their cooperation and support to make your work more helpful and effective.

There is today a definite place in our dairy picture for both our dairy cooperatives and our milk control boards. Each has its functions and each fills a need in today's milk marketing program. I am convinced that only through working together on such a basis will the milk producers of New Jersey be able to give their milk problems and troubles the thoughtful study which they deserve and on a scale sufficiently comprehensive to accurately represent a cross-section of their needs. Further, such recognition of cooperative effort among producers is necessary in order that they may have a means of properly presenting their needs in competition with the able and skilled presentations of other interested groups.

Urge Using More Butter

"After all—there's nothing like good butter" is the slogan of a program by the National Dairy Council to promote the use of butter. An extensive display of the use of butter in foods was made at the recent convention of the American Home Economics Association in Chicago.


The appetite appeal was the central theme with stress on the use of butter in cakes, other baking, as a spread, on vegetables, on waffles and for frying.

The butter industry has lately stressed the use of butter wherever fats are required in cooking, calling special attention to its low price of recent weeks while many other materials frequently used for the same purposes have experienced sharp advances in price.

Not only would the use of butter improve the flavor of such foods but would also help reduce butter supplies and thereby help the price to producers.

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INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION

Vol. XVI

West Chester, Pa., and Philadelphia, Pa.

Control Order Submitted Hearings Called

Inter-State Requested Trial Period

THE PENNSYLVANIA Milk Control Board issued official general Order No. 24 on August 21, to be effective September 1. This order carried the approval of Governor Earle. Several drastic changes were included in the order. They brought protests from milk distributors in all parts of the state with the result that on August 30th, the Control Board announced that the effective date of the order was postponed indefinitely.

The outstanding features of the order were (1) substantial reductions in allowance for cost of operating receiving stations and transportation from those receiving stations to market; (2) a flat price for all Class II milk (milk for cream or ice cream) which represents a substantial increase over the previous price which was based on wholesale butter at New York; (3) payment on utilization plan with no recognition of Basic-Surplus plan or no other alternate means of production control.

Covering the subjects in greater detail, the Control Board established three additional milk marketing areas, making a total of seven of which five are built around thickly populated areas, the sixth including all other cities, incorporated boroughs, and first class townships having a population in excess of 1,000 persons in the 1930 census, and seventh, a rural milk market area covering all parts of the state not included in any other defined area.

Class I prices f. o. b. markets in the different areas are substantially the same as in Order No. 17 which has been in effect since October, 1934.

Class I price for milk delivered at country receiving stations, shipping platforms, or "other established points of assembly" was set according to the distance from the market in which that milk was to be utilized. As before, ten mile zones were established and the delivered price within any of these zones was increased from 14c to 23c per one hundred pounds. This feature of the

suspended order aroused considerable criticism from milk buyers as it reduced the margin between the receiving station and f. o. b. price by about one-third.

Class II price f. o. b. market was set at \$1.50 with each producer paying hauling charge from farm to market. The receiving station price for Class II milk was increased to \$1.47 at nearby stations and graded down to \$1.43 at stations 400 miles from market. This represented an increase of approximately 30c per one hundred pounds over the July and August prices for milk used for fluid cream or ice cream purposes. As butter prices increase this margin would be narrowed when compared

to the formula previously used. Slight changes in classification were included in this new order including changing the milk used for ice cream from Class IIB to Class II. Milk used for making butter was formerly listed as Class III and for cheese as Class IIIA. These were reversed in the new order.

The method of calculating Grade A milk price was changed materially. The new order calls for a bonus of

22 cents per one hundred pounds for each one cent difference between the retail price of B and A milk, the price of 4 percent "A" milk being the same as 3.5 percent "B" milk before adding the Grade "A" premium.

The order eliminates bacteria standards from grade "A" milk, also the 6 cent per point butterfat differential, this being changed to 4 cents per point as for B milk. This feature would have given producers supplying "A" milk of approximately 4 percent test a slightly higher price but would have reduced somewhat the price received by producers supplying milk testing approximately 5 percent.

The butterfat differential for all Class I and Class II milk was continued at 4 cents per point while the price of milk used for cheese is determined according to a special formula and the price of milk used for butter was set at the average price of 92 score butter at New York, times the butterfat content of the milk.

The new order contained a provision that "established points of assembly" could not be discontinued, abandoned or changed by the dealer or producer without written approval obtained from the Board. These points included receiving stations, shipping platforms, and loading platforms.

The proposed new order provided



Our New Office Location—See Page 7 for Details

that cash and carry stores would be allowed a differential of 1c per quart under delivered price for milk bought for cash and carried from the premises by the customer.

Order No. 24 carried no provision for control of production. It provided that payment shall be based upon the utilization of all milk received at a plant or all the plants operated by a dealer. This would have continued one feature of the present plan whereby each dealer pays on a slightly different basis according to his own utilization of the milk. All producers would have shared in the Class I market proportionately to the amount they delivered. Likewise, all would have been compelled to share proportionately in the Class II and Class III milk as utilized by their respective buyers.

Out of State Milk

The order specified that dealers who bought from both Pennsylvania producers and producers from other states would not be permitted to classify out-of-state milk higher than milk purchased from within the state.

The order provided that producers would be paid twice a month, on the 25th for the first half and on the 10th of the following month for the second half. It was specified that a complete and full account of all milk or cream purchased from producers during the month would accompany the check for the last half of the month.

Under trade practices, the order specified that no producer could be laid off except by giving at least seven days written notice, this notice to contain reasons for discontinuing taking his milk. A similar provision required that producers give seven days notice before stopping shipments to dealer.

An Analysis

As indicated in the summary, there were some substantial price increases granted producers. Without any attempt to approve or disapprove these changes let us subject them to a hasty analysis.

First—all such increases would be welcomed by producers.

Second—if the facts show that the cost of operating an efficient receiving station and transporting the milk from that station to the ultimate market is less than the present difference allowed, then it appears that an upward adjustment in the price of milk delivered at the receiving station is desirable.

Third—there is much in favor of knowing in advance the price of milk for fluid cream and ice cream.

Desirable as these advances are, we must recognize certain objections.

Some milk dealers are believed to be operating at very low profits or at a loss. To increase their costs may force them out of business with the possibility of leaving unpaid accounts with producers and reducing competition among distributors. Perhaps the less efficient should be forced out. It is debatable.

Also, higher prices, if other farm products do not experience similar increases, may result in bringing other farmers into the dairy business, thus increasing our supply.

Hearings Under Way

As we go to press the Pennsylvania Milk Control Board is holding public hearings on subjects covered in its official Order No. 24 which was suspended on August 30th, just before it was to have gone into effect.

A sudden and sharp change in price schedules, unless justifiable in every respect, may cause a sharp shift in sources of supply with dealers naturally depending upon those sources which will cost them the least delivered at their plants. This may take the market away from some farmers and give it to others. Should this happen, economic self-preservation will induce those who lost their markets to sell their milk to the best possible advantages—which may be to price cutters.

An important disadvantage of setting a flat price for milk in Class II (for cream and ice cream) is the danger of low price cream from outside the milk shed coming in and taking away our own market. The greater the difference between the established local price and the competitive outside price, the greater the danger of this price cutting—with loss of markets by producers supplying dealers who live up to the set price.

No Production Control

The lack of any plan for controlling production is an interesting feature of Order 24. The effect of this would be conjectural. It would certainly give every producer a chance to produce all the milk he cared to turn out, in fact, he would more than likely feel compelled to produce all he could so as to get as big as possible a slice of the Class I milk market. At the same time he would have to take a proportionate slice in the Class II and Class III markets. As he—along with all the other producers supplying his dealer—would increase his and their production all that extra production

would go into Class II or Class III (butter) and a smaller and smaller fraction of the whole supply would find Class I sale.

Should such a straight utilization plan be put into effect and a return to the basic allotment (basic-surplus) plan occur after two or three years it is evident that those producers who have or could get cows and the feed to put through them would enjoy greatly increased basic allotments. Also, that the percentage of basics at Class I price probably would be sharply less than most of those percentages found on page 5 of this issue.

Pay Twice a Month

The provision for paying producers two times a month appears fair. It seems, however, that the check for the first half of the month could be on account and cover a reasonably accurate estimate of the value of the first fifteen days milk delivered to the dealer. The second check then would be for the difference between the first check and the full amount due for the entire month's milk. This would require only one complete accounting each month, saving expense for the buyer and yet prove a real convenience to the producer. A statement containing complete information on the amount and price of a producer's milk should certainly accompany his final check.

Shortly after the announcement of Order 24 it appeared that drastic action was contemplated by some milk dealers. Among these included announcements of intentions to close certain receiving stations and haul the milk direct to market. Another was the limiting of daily deliveries by each producer to an amount based on the average of a previous period—or a percentage of some such amount. Most drastic of all was a request that, starting on a certain specified day, each producer would not deliver any milk every fourth day thereafter. Such actions would have caused hardships to producers and might have resulted in unloading distress milk on the market.

Resolution Requested Trial

The Executive Committee of your Association met on August 30 to study the entire situation—the control board order and its provisions, the intended reductions in purchases contemplated by several dealers, and related subjects. During their session several members of the Association dropped in or phoned, stating developments as they and their neighbors were affected.

After careful study the following resolution was drawn up, passed

(Please turn to page 12)

Understanding Needed

SINCE TAKING over the management of Inter-State much of my time has been spent attending conferences and meetings where the main discussion was sanitary regulations. I have discovered a great deal of misunderstanding among producers partly due to variation in the regulations between states and partly to variation between rules of distributors. At times inspectors representing the same distributors are not agreed as to how and what producers must do to comply.

One of the jobs of Inter-State is to bring about a better understanding between everyone in the dairy industry connected with the regulatory work. I have been told this is impossible but we will do our best to bring this about. It no doubt will be necessary to secure the cooperation of all producer organizations in the northeastern part of the United States and we believe this can be accomplished through the Northeast Dairy Conference.

Some producers, including a few Inter-State members, are opposed to any sanitary regulations which require the spending of money for building, repairs, etc. I agree that some producers will produce clean, wholesome milk in log barns and dirt floors but generally speaking that is not true and, because someone always abuses a privilege, regulations are established.

We would not have stop and go signs on our streets if some automobile drivers did not abuse a privilege. Because someone has produced unclean milk health officials started a movement for regulations and, of course, everything we do in this country is overdone in some respects.

When trying to decide whether our sanitary regulations are too strict we must take into consideration the fact that the only way we can defend ourselves against outside cream and milk being shipped to our markets is to produce a superior product. At all times the producer that meets these requirements must be paid for the additional expense involved.

Generally speaking, a movement is growing all over the United States to produce better dairy products. This is especially true in butter and cheese producing areas. In some of the more distant producing areas there is much room for improvement. In fact, some of the butter produced is not fit for human consumption and in the last few years the Food and Drug Department of the United States has destroyed much cream because it was unfit for human consumption. No doubt many of those producers are up in arms because their cream was destroyed.

We must remember the consumer has a right to demand a clean product, but should be willing to pay the cost of producing that product.

E. F. Rutabach

Amendment to By-Laws

The Board of Directors at its meeting on Friday, September 6th, took final action on a change in Section 13 paragraph (m) of the By-Laws of the Inter-State Milk Producers' Association. The proposed amendment was brought before the Board at its July meeting and, as provided in the By-Laws, final action could not be taken until the next regular meeting of the Board.

Paragraph (m) was amended to require that a candidate for director shall have been a member in good standing for at least one year preceding the election.

The amended paragraph as now in effect follows:

Section 13, Paragraph (m)—

"No person shall be a candidate for the office of director unless he shall have held at least one share of the stock of the corporation, and shall have had on file with the Association a signed sales contract for a period of at least one year previous to the time of such election."

The Dairy Show

October 12 to 20 are the dates for the re-opening of the National Dairy Show at St. Louis, Missouri. An outstanding feature of the show

is its trend toward filling the needs of practical dairymen. The purebred cattle exhibits will be less attractive to the professional showmen—more practical and more attractive to the breeder and producer.

The 4-H dairy exhibits and contests will occupy an important place in the show and an exhibit of two of the "South Pole" Guernseys will be in charge of Edgar H. Cox, their polar herdsman.

The Ayrshire Association is showing "Old Number 29", said to be the world's most famous unregistered cow with 4095 pounds of butterfat and 107,236 pounds of milk as a lifetime record to date.

Calamity Nig of Elmwood Farms, a Holstein cow owned by Elmwood Farms of Deerfield, Illinois, is being featured by the Holstein Association. She has recently completed a yearly record of 34,630 pounds of milk and 1,326.9 pounds of butterfat.

Ames Named Chairman

John S. Ames of Langwater Farm, North Easton, Massachusetts, was elected chairman of the executive committee of the American Guernsey Cattle Club at a special meeting following the death of F. K. Babson who was president.

Strode-Price

It happened at 5:00 p.m. on August 29th at her home on Union Street in West Chester. At that time Philip Price, who theretofore was the only bachelor member of the Inter-State Board of Directors, married Emma S. Strode. The newly-weds went to Canada on a two-week honeymoon and, as a result, the Board was forced to get along without Mr. Price at its meeting on September 6th.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of June, 1935:

	NO.
Butterfat Tests.....	5045
Plants Investigated.....	14
Calls on Members.....	373
Quality Improvement Calls.....	20
Herd Samples Tested.....	692
Membership Solicitation Calls.....	160
New Members Signed.....	23
Cows Signed.....	208
Transfers of Membership.....	40
Brom Thymol Tests.....	1146
Microscopic Tests.....	1361
Meetings of Locals.....	10
Attendance.....	565

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Milk!!! The Food For All Ages

Nominations Open for Nine Directors

Members of Inter-State who desire to become directors, or who are interested in seeing another member gain a place on the Board of Directors of the Association, must give this matter prompt attention.

Nominating petitions must be filed with the Association secretary not later than October 1st. A blank petition is published on page 12 for the convenience of members.

Note especially the qualifications for director. It is well to get the signature of more than the minimum of ten members as there are a few producers who mistakenly believe they are members of the Association. The names of one or two such men on a petition might render it invalid. A complete list of candidates will be published in the October issue of the REVIEW.

Still the Best of Friends

Fifteen years ago the officers of your association put into effect a new idea, the idea that milk—our most nearly perfect food and the product which we are selling—needed and deserved extra selling effort. It needed promotion on a high plane so that the consumers in the market where our milk is sold would more fully appreciate its real food value. Its value as a food must be impressed upon children and what better place to do that than in our schools. Further, it must be done without a "commercial taint."

The result was the organization of the Philadelphia Inter-State Dairy Council. The workers of this organization go into schools, clubs,

industrial establishments — every place where groups can be reached, the members of which can be served with milk produced and distributed by those who contribute to the support of this educational work. There they discuss food needs, a balanced diet, the place of milk in such a diet.

The "Inter-State" and the "Dairy Council" have occupied joint offices during all these years, first in the Heed Building, then in the Boyertown Building, and for the last seven and one-half years on the entire tenth floor of the Flint Building.

Late last month we went our separate ways, the "Inter-State" up the street two blocks to the Terminal Commerce Building at 401 North Broad; the "Dairy Council" across the Parkway, on Race Street at Twentieth in a building of which they are the sole occupants.

But we are still fast friends. Mr. Cohee, secretary of the Dairy Council, and Mr. Lauterbach, general manager of Inter-State, both wish to assure all Inter-State members and all other friends of both organizations that the same spirit of cooperation shall continue, that there will continue the same free exchange of advice and opinions. This attitude is shared by all employees of both organizations who, during their close contact while sharing joint offices, established warm friendships. These shall continue.

Sorry We Are Late

Your REVIEW is reaching you about a week late this month. We want to get it to you on time, that is, between the seventh and tenth of each month, postal service permitting, but circumstances arose which prevented going to press until September ninth, instead of on the second which is our normal schedule.

In the first place moving our offices to their new location broke up the best part of a week, the week when work on the REVIEW is normally the heaviest.

Secondly, an amendment to the by-laws was to be acted upon by the board of directors at its regular September meeting, held on Friday, September 6. As this amendment concerns the qualifications of candidates for director the Executive Committee felt that full information on this point should be given the members of the association at once for their guidance in making nominations. The amendment is printed in full on page 3 of this issue.

We don't like to do things this way as you have a right to expect your REVIEW on time—between the seventh and tenth—and if it does not reach you then drop us a line

MILK PRODUCERS REVIEW

for we appreciate such information as a means of giving you the best possible service.

Free Literature

In addition to the 16 pages of condensed information carried in this issue of the REVIEW each reader can get several additional booklets for the asking. These booklets cover farm buildings, dairy cattle feeding and farm and auto insurance. A penny postal card sent to the advertisers offering them will bring you this additional value. Several of the advertisements carry coupons for your convenience. Send the coupon or a card and in doing so, mention the MILK PRODUCERS' REVIEW.

Farm Sales Are Better

"According to the reports from most of the Federal land bank districts, farm sale prices have advanced materially in the last few months and I am wondering if we are entering a farm real estate boom period," said W. I. Myers, Governor of the Farm Credit Administration, before representatives of the twelve Federal land banks. "Personally, I do not think it would be wise to enhance the prices of farms unduly and I believe the influence of the twelve banks should be in the interest of normal recovery rather than boom enhancement of prices. We should not contribute to the stimulation of a land boom by becoming over-optimistic about land values."

LATE FLASH!!

Will Study Reorganization

A move to study possible plans for reorganization of the Inter-State Milk Producers' Association was approved by the Board of Directors at its meeting on September 7th. A committee consisting of the President, Vice-President, and General Manager, with the privilege of selecting two other members, was appointed and instructed to consult available sources of information and prepare for presentation to the executive committee and board of directors and then, if approved, to the annual meeting, a plan for reorganization of the Association with provision for any new activities which may be desirable.

It is planned to discuss this subject at local meetings during October and November so that the entire membership may better understand the problem, advantages and disadvantages of such a move.

September, 1935

Percentages for July

Percentages of basic sold as Class 1 milk in July averaged approximately the same as in June with some dealers a few percentage points higher and others slightly lower. All Philadelphia dealers who reported to your Association, except one, paid Class 1, 11 or 11B price for all their milk.

There was approximately a ten cent increase in the average weighted price of all milk f. o. b. Philadelphia in July as compared to June. This average price as based on available information was \$2.258 per hundred pounds f. o. b., while in the 51-60 mile zone it was \$1.87 and in the 91-100 mile zone it was \$1.834 per hundred pounds.

Basic Utilization Percentages July, 1935

Dealer	Class 1	Class 2B	Class 3	Class "A"
Abbotts Dairies	91	1	Bal.	77
Baldwin Dairies	85	Bal.	—	73
Breminger Dairies	87	Bal.	Bal.	—
Delchester Farms	68 1/2	Bal.	—	87
Frauns Dairies	78	8	Bal.	83
Harbison Dairies	83	22 (2B)	Bal.	86
Martin Century	86	Bal.	—	80
Meyers Dairies	84 S	Bal. S	—	56
Scott-Powell	70	Bal.	Bal.	72
Supplee-Wills-Jones	78	Bal.	—	—

— "A" bonus on percentage of Class 1.

— "A" bonus on percentage of basics.

— "A" bonus on percentage of total production.

— "A" bonus on percentage of production up to full basic amount.

S—Percentage of shipments.

25 States T.B. Accredited

With Colorado, New Mexico and Wyoming becoming modified accredited areas in the program for eliminating bovine tuberculosis there are now 25 states so classified. The first test has been completed in most counties of the remaining 23 states, including practically all of the more heavily infested areas. Extra funds have made it possible to push this work rapidly with the probable result that additional states will soon gain this distinction.

The test must be repeated over the entire area of each accredited state every three years in order to hold this classification and also to discover any diseased animals and prevent the infection from gaining a new foothold.

Countywide Bang's Test

The first county in the United States to complete testing of all cattle that are required to be tested in the Bang's disease eradication program is Botetourt County in Virginia, the Agricultural Adjustment Administration announced recently.

Testing to eradicate Bang's disease in cattle is under way in all States except California and Wyoming. These States are expected to participate in this nation-wide program in the near future.

The Bureau of Animal Industry reports that Bang's disease testing work in Botetourt County was started in June of this year and completed early in August. A Virginia state law provides for state indemnities in addition to Federal indemnities.

According to the Bureau, a total of 1,995 herds consisting of 8,923 head of cattle were tested in Botetourt County. Of the number of cattle tested for Bang's disease, 453 were found to be positive reactors. A total of 250 herds showed one or more reactors. Retesting is now under way in these herds.

An Improved A. A. A.

The amendments to the Agricultural Adjustment Act were approved by both Houses of Congress and signed by the President during August.

The changes were designed to insure the constitutionality of the Act by carefully defining the powers of the Secretary of Agriculture, by limiting its operation to interstate commerce, and by ratifying and legalizing all previous and existing taxes, benefit payments and contracts. It also made definite provision for cooperation of Federal and State governments where desired.

The Act was strengthened and clarified by more definite description of parity price. Payments were authorized for removal of surpluses, for expanding domestic or foreign markets, and for producing under a domestic allotment as well as for rental and benefit payments.

Tax rates and tax procedure are specified in great detail. Provision is made for control of competing imports. "Licenses" will be changed to "orders" and orders can be put into effect without the consent of the majority of handlers. Authority to examine books and records is specified and the right of petition and court review is granted.

Certain commodities are given specific mention. The amended Act also includes among other features the encouragement of producers' cooperatives and an appropriation of funds for eliminating diseased cattle.

65 Percent Surplus

The Twin City (Minneapolis-St. Paul) Milk Producers' Association has invested more than \$1,800,000 in plants and equipment for the purpose of handling surplus. In June, 1935, the surplus volume was 25,921,234 pounds—or 65 percent of the total milk received by the association.

Forecast Beef Expansion

Fewer cattle and calves will be slaughtered this fall than last when the drought forced heavy marketings, according to the mid-summer beef cattle outlook report issued recently by the Bureau of Agricultural Economics. The reduction is expected to be chiefly in slaughter of calves and of the better grades of steers.

The bureau expects a larger number of cattle will be fed in the Corn Belt this fall and next winter in view of increased feed grain production. The result will be larger marketings of grain-fed cattle during the first half of 1936 compared with the corresponding period in 1935.

There may be about the same number of cattle on farms and ranches at the beginning of 1936 as there were at the beginning of 1935, but thereafter the bureau believes numbers will increase. Most of this increase for the next few years is expected to take place in States west of the Mississippi River where the number of cattle was sharply reduced in 1934.

No material increase is in prospect in other areas, it is stated, unless reduced production of cash crops should result in increased production of hay and pasture.

Inter-State Milk Producers' Assn'

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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Want to Get Ahead? Become Co-operative Minded!

By F. M. Twining,

Director of Inter-State Field and Test Department

YOU CAN HAVE the world and everything that's in it."—Did Kipling have in mind the producers of food necessities when he wrote those words coupled with a lot of great big "Ifs?"

If he were writing "If" today he probably would be thinking of the great Dairy Industry, which without any "Ifs, Ands, or Buts" needs to do a lot more thinking, practicing and preaching of cooperative doctrines.

By doing so it is not meant that they should give up any of their individualism as producers. Earl B. Clark, dirt farmer, at the 1935 American Institute of Cooperation pointed out that just because a farmer is a co-operator he doesn't have to keep his individualism from being rugged.

"We need as never before" said Farmer Clark, "that two fisted, square-jawed determined fellow who can work with other cooperators in the study and solution, not only of his immediate problems, but the problems of his industry as well."

"Rugged individualism can work to the farmer's disadvantage if he buys and sells on that basis but it can work to his advantage if he applies it to the questions and difficulties that require rugged answers."

Plenty of Markets— Too Little Marketing

It is not due to any lack of markets that the orderly disposal of farm and dairy products is not what it should be, particularly so in the eastern part of the country for the Atlantic seaboard with its great industries and millions of wage earners is undoubtedly one of the world's greatest consuming areas.

Cooperatives Are Necessary

Seasonal surpluses can be avoided and orderly distribution maintained only by cooperative effort. (See U.S. D.A. Technical Bul. No. 179 by Hutzel Metzger which gives a very complete report of the splendid work done by the leading cooperative milk producers' associations of this country.)

High quality standards which bring better prices must necessarily begin with production but again co-operative action has proven the most effective means of getting those quality products to market. This is true not only in the dairy marketing field but in the selling of poultry and eggs, oranges, fruits and vegetables and many other commodities.

Many services of inestimable value to individual producers can be maintained only by the cooperative effort of all producers of an association working together. The Field and Test service of the Inter-State

Milk Producers' Association is an example. It would not be possible for one member alone to have his butterfat test checked, the dealers' weigh scales checked, have his cows tested for butterfat or for mastitis, find the cause of milk being returned, etc. as well as having his misunderstandings ironed out but by working cooperatively these services are an everyday reality.

A.A.A. and State Milk Control

The great army of optimists who feel that all they need to do is produce, produce, produce, and let the Federal or State governments handle their marketing problems without any organized help from producers, are due to receive the greatest disappointment and disillusionment of their lives.

It does not seem to be generally understood that most governmental market control activities, both Federal and State, are unconstitutional except as temporary emergency measures. A. H. Lauterbach, General Manager of the Inter-State Milk Producers' Association whose experience as head of the Milk Licensing Division of the A. A. A. places him in a No. 1 position to speak regarding the necessity of a cooperative set-up said at our 1934 annual meeting:—

"I want to say that regardless of how much state legislation or Federal legislation you are able to get to help you solve your milk problems, you are not going to get what you want unless you have a real, strong cooperative organization."

Don Geyer, Manager of the Pure Milk Association, Chicago, where the first milk marketing agreement under the A. A. A. was put into effect says, "The reason why state and Federal control plans break down is because the courts move too slowly to be effective."

A splendid example of what can be accomplished where Federal and state control agencies work hand-in-hand with a strongly united group of producers is shown in the Boston Milk Marketing Area where the New England Milk Producers' Association, the A.A.A. and the State Milk Control bodies have established and maintained one of the most satisfactory milk markets of the country.

Concerning the need for cooperatives along with governmental control, W. P. Davis, General Manager of the New England Milk Producers' Association says,

1. Cooperatives have a vital responsibility in backing milk control because cooperatives can act faster than the courts.
2. Cooperatives must keep at full fighting strength all the time.

Individualism, sectionalism, and a spirit of "let Uncle Sam or George do it" are retarding the progress of efficient dairy marketing.

With so many shining examples of the excellent work cooperatives are doing not only in marketing other commodities but right in the dairy field: the Danish cooperatives, the Land O' Lakes Creameries, the Dairymen's League, with the remarkable accomplishments familiar to every one of the bargaining cooperatives such as New England Milk Producers' Association, Connecticut, Maryland State, Maryland and Virginia, Richmond, and Pure Milk of Chicago as well as our own Inter-State Milk Producers' Association—we see what can be done when a majority of producers in a given area work in unity. It seems nothing short of a calamity that producers of dairy products can not become better organized because the greater the majority of affected producers within a cooperative the greater its success.

Individualism Gone Haywire!

The kind of reverse individualism that is far too common is recalled by the experience of a member who joined the Inter-State Milk Producers' Association several years ago. He said, "The association idea is all right but it doesn't give a man a chance to better himself." In

(Please turn to page 13)

Association Offices Moved Dairy Council in Separate Location

YOUR ASSOCIATION has moved its offices from 219 North Broad Street where it shared offices with the Philadelphia Inter-State Dairy Council since March, 1928, to 401 North Broad Street. The new location is about two blocks north of the present office on the same side of the street and is in the southwest corner of the tenth floor of the Terminal Commerce Building.

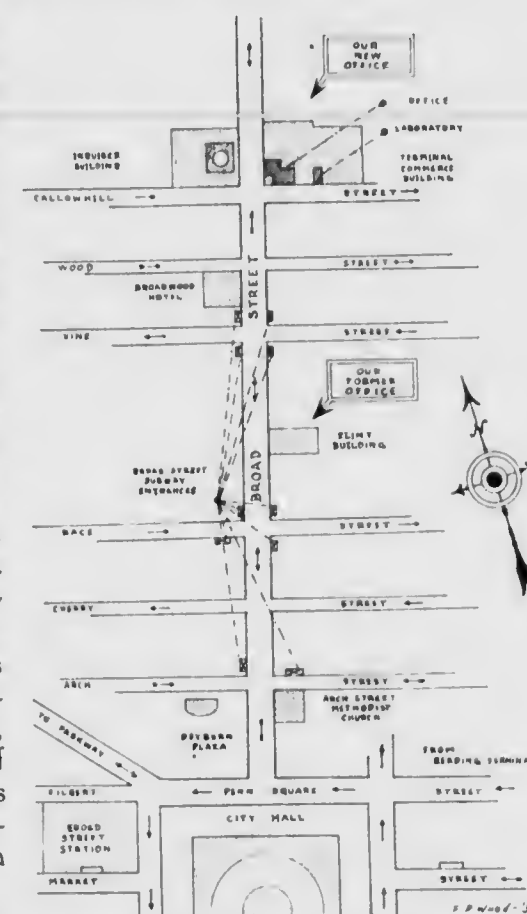
The decision to move was reached after the Philadelphia Inter-State Dairy Council chose new offices at Race and Twentieth Streets where they have a two-story office building for their exclusive use. It was impractical for your association to retain the entire floor space formerly used jointly by the two organizations. After careful study of the numerous available locations, including a possible division of our former offices, the space on the tenth floor of Terminal Commerce Building was selected with Field and Test Department laboratories on the seventh floor of the same building.

The new offices are in a modern office building, completed in 1931, which offers unusual facilities at modest cost. In many respects this building ranks as among the most modern and complete in the world, combining spacious offices, display rooms and 32 acres of warehouse space, all under a single roof. In addition it contains a 600-car garage for the use of tenants and their customers—including our members when they call on us—loading and unloading platforms which will accommodate 140 trucks at one time and a freight station of the Reading Railroad.

Excellent Facilities

Floor plans for our office space provide a conference and board room, three private offices for A. H. Lauterbach, general manager, I. Ralph Zollers, secretary, and H. E. Jamison, editor, and a general office and equipment room on the tenth floor.

In addition, laboratories for milk testing and for bacteriological work together with an office and supply room for the Field and Test Department, all under the supervision of F. M. Twining, will be maintained on the seventh floor. This division was compelled by the lack in the front of the building of proper hot and cold water, sewage, gas and other services which required special handling for laboratory use.



The accompanying sketch shows the position of our new location with relation to nearby landmarks. It is directly across the street from the Inquirer Building and Tower and is one block north of the Broadwood Hotel where your association has held the last several annual meetings and where the 1935 annual meeting will be held on November 20-21. It is four blocks from City Hall, 4 1/2 blocks from Broad Street Station of the Pennsylvania Railroad and six blocks from the Reading Terminal. The Race-Vine station of the Broad Street Subway is one block south of the new office.

Members and other friends of the Inter-State are urged to visit us at our new offices. They are easy to find—look for room 1012—or if you want Mr. Twining or the laboratory, room 795. Come up, walk in, make yourself known. We are here to serve you and want you to visit us, phone us (our new numbers are Walnut 3040 and Walnut 3041), or write us.

Dairy Council Moves

The Philadelphia Inter-State Dairy Council has long needed added facilities, especially a small auditorium and a complete demonstration kitchen for use in carrying its milk and health programs to leaders in nutrition education. Their new quarters provide these facilities and

in addition the new location is close to the Department of Education offices, thus making it especially convenient for teachers to call for information or literature. The new Dairy Council office is on Race Street at Twentieth, directly across from the Franklin Institute and facing the Parkway.

For Young Men

If I were a young man today and sincerely interested in agriculture; if I wanted to do a life work in which I felt reasonably sure of being able to render a real service; if I wanted as associates hard working, inspired companions, I would associate myself with the cooperative movement.

A worker in the cooperative movement daily faces the challenge and the opportunity to draw on every atom of resourcefulness he possesses; to apply every bit of his ability and courage; to make every inch of growth of which he is capable.

Economic freedom and spiritual freedom are the greatest possible possessions of the farmer. Regimentation kills freedom. The cooperative movement alone is the means for him to safeguard his independence.

—H. E. Babcock, Manager, Cooperative Grange League Federation Exchange.

Prices Paid Producers On Other Markets

Class 1 price, 3.5% milk for August, Weighted Average price for June (Je) or July (Jy). All prices f. o. b. city except New York price applies to 201-10 zone and Chicago price to 61-70 mile zone.

Market	Class 1 Price	B-fat Differential	Retail Price	Average Weighted Price
Philadelphia	\$2.60	4	11c	\$2.258 Jy
Pittsburgh	2.48	4	11	?
Wheeling	2.175	2.5	11	1.43 Je
New York City	2.445	4	13	1.46 Je
Baltimore	2.38	5.8	12	?
Washington	2.73	7	13	?
Detroit	2.48	3	12	1.75 Je
Hartford	2.94	4	13	2.229 Je
Milwaukee	2.05	3	10	1.58 Jy
Boston	2.966	2.6	12	2.238 Je
Richmond	2.70	4	12	2.14 Je
St. Paul	1.75	4	10	1.42 Je
June Prices	2.03	5.8	12	?
San Francisco	2.00	3	?	1.44
Des Moines	2.235	2.5	12	1.74
Louisville	2.20	4	11	1.547 Je

Many a man is compelled to keep his word because no one will take it.

The Cooperative Community

Elizabeth M^cG. Graham, Editor

Pioneering in Camp Life

HANNAH McK. LYONS, M.D.



But how wise the instructions proved, for before they broke camp they not only were using their blankets but were resorting to the Indian practice of "ducking and coming up" occasionally for air.

For the first time the Agricultural Extension Service of Pennsylvania State College carried out the project of Recreational Camps for Women. Three of the Home Demonstrators in different parts of the state had asked the privilege of trying out such a camp for their women. Each had a different setting.

Lycoming County women held their camp above Williamsport, in June. They took most of the food with them into camp and did most of their cooking and work which was not taxing to anyone when so many hands were ready to help. Montgomery and Monroe County camps came in the vacation month of August. Montgomery County women went over their border to hold their camp, using the well equipped grounds of the Philadelphia Y. M. C. A. Here bedding and food were furnished. The women cared for their own rooms and when the big trays were brought to the tables, they took turns in placing the food on the table and removing the things before dessert was served.

Monroe County, too, went over the border. They used the Hugh Beaver Y. M. C. A. camp in Pike County. Here the cook and three counsellors had been retained. Food was furnished and served, but bedding such as sheets, blankets, etc., had to be brought to camp. The young counsellors set the pace in building most successful camp fires and leading in corn popping and marshmallow roasts.

Were the camps a success? Did the women rest? The aim—was it reached? Is it worth doing again?

One could not answer these questions without a glance at the very carefully prepared programs. The theme for the week we find is "Home-Made Happiness"—"The Enrichment of Life."

This in detail was carried out by keeping in mind the four sided program of the Recreational Association.

- 1—Physical—Good health makes for home happiness.
- 2—Mental—"Not in doing what you like but in liking what you do is the secret of happiness."
- 3—Social—There has been a revival of

(See next column)

From Cathedral to Little Brown Church

Reprinted from The Pennsylvania Farm Review

From vaulted cathedral and "little brown church in the wildwood" alike comes an ever broadening inquiry into co-operation and its promise for the future of civilization.

A few years ago it was like the trickle of water through the breast of a dam; today it is as though a thousand leaks were beginning to undermine the mighty structure.

Definitely, the Christian church is setting forth to find out the facts. Slowly but surely, even though ponderously, it is moving out into the open.

Before he left for India last year that rare plumed knight of the mission field—E. Stanley Jones—said, "The church must provide an alternative to Communism, or succumb to it." Today, in his latest book, "Christ's Alternative to Communism", he gives us the answer.

In the last chapter, headed "The Next Step", Doctor Jones plunges unreservedly into the stream of Co-operation as the alternative to the vicious, destructive economic system of modern Russia. These are his words:

"We can help to develop the cooperative spirit instead of the competitive by organizing Co-operatives of various types and kinds."

Few men are so world traveled as Stanley Jones—so powerful—so persuasive, so brilliant—so meek. Out of his vast experience he pictures a world sobbing with grief, languishing with fever, dying with anaemia—all for the want not of the bounty of earth, but of the common sense among human beings to adjust themselves and the world about them to an economic order that can and will bring peace, happiness and contentment.

Denmark has pointed the way, for she has widely distributed the wealth of her people by means of Co-operatives.

There are scarcely any rich and scarcely any poor in Denmark. Within the framework of the present order they have done much to change conditions and to prepare for the new order. In the midst of an armed world they have voted to disarm, they who were once one of the greatest free-booting nations of Europe. They are moving toward a Cooperative society, and are doing it without recourse to the brutalities of the class war.

Kagawa of Japan is making the forming of Cooperatives among various types of people in various occupations a part of the Kingdom of God movement. He is improving the economic and moral condition of vast numbers and at the same time training them for the new Cooperative Society.

Turn now to the Protestant church, and listen to that brilliant expounder of Social Ethics of the Chicago Theological Seminary, Dr. Arthur E. Holt:

"First—As compared with other movements which attempt to reform the other fellow, the Cooperative movement starts with reforming themselves."

(Please turn to page 15)

"Civilization does not go by leaps and bounds, but by little, pushes of common folks like you and me."

Magic

If I had a magic house
This minute,
I know some things
I would have in it.

And one would be
A water spout,
That when you turned it
Milk came out!

—JOSEPHINE PEASE

The Forgotten Child

Cooperative Community Series No. 4

We stopped just at the foot of the mountain in a little cove. We had come to spend the evening with friends. As we arrived, they were coming in to the milk house with four big pails of frothy, foaming milk. How inviting it looked—creamy and fresh—and how good it smelled! We helped to strain it and put it away for the night in the fine new cooler that had recently been installed. Several of our farm friends had built new milk houses and put in electric lights and appliances since our cooperative community program had gotten under way.

We like Sunday evening calls. Somehow folks seem more apt to reveal their real selves, to express their heartfelt longings and hopes at the close of a quiet Sabbath. Perhaps the lessons of the morning in Sabbath School and church have entered their souls and through all the day have burned into their consciousness, reaching at eventide a fullness that requires expression. At any rate, as the sun sank lower, and farm life became quiet for the night, and a cricket chirped in the trumpet vine near by, we talked. Perhaps I should say we dreamed, for when folks' expressions most nearly reveal their souls we call them dreams. I think all the world would be a better place if we could hold fast to our dreams and keep our vision clear. I think wonders and miracles could be accomplished. But when Monday morning comes with its routine, somehow we cover our hearts with a shell of sordidness. Isn't it a grand plan that has allowed a Sabbath so that at least once a week we may be at our finest and best?

Mr. Rhodes was talking to Bill of his boys, two of whom were in High School. One of them was interested in animals and the other in machinery. He said "I should like better cattle, better barns and equipment, for if I can build this place up a little I can keep my boys on the farm. I know that is where their greatest happiness lies."

As they talked I slipped over and spoke to the mother about the smaller children. It was of this particular project that I wanted to think and plan. We had many small children in our community, most of them apparently well because of naturally healthful conditions. But there were some things that worried some of us; thin little legs and arms, and peaked eyes that spoke of malnutrition. Little bodies that should have been active seemed tired. Aching legs that told of rheumatic fever, and coughs that suggested infected tonsils and fore-runners of bad hearts.

Grace Abbot said in January of this year,

"The world marches forward on the feet of little children."

And so does the Cooperative Community.



Three Hundred Attend Inter-State Local Meeting

With an attendance of 325 we greeted Mr. Lauterbach at the High School Auditorium in Mercersburg on August 7th. About half of the audience was women and children and the good cheer and happy confidence that pervades the atmosphere of a truly cooperative gathering prevailed.

P. A. Neely, Local President, presided, and after two numbers from the orchestra, introduced Mr. Welty, the President of our organization, who spoke on the relations of our Cooperative with the State Control Board.

Mr. Neely then presented Mr. Lauterbach to the members, a number of whom had come some distance from the Path Valley and Fulton County Locals to greet him and hear him speak. He made himself one of us and won our respect for his leadership by his recital of his experiences with Co-operatives.

The ice cream for the meeting was provided by Supplee-Wills-Jones at the request of the Local officers, and the pretzels were furnished by Hege and Myers, local merchants.

We cannot too greatly express our appreciation of the splendid cooperation every where in evidence, and of the untiring effort of the Local officers in making such a grand meeting possible! Always we build for happier homes and more Cooperative Communities.

—A Local Reporter

OFFICIAL NOTICE

19th Annual Stockholders' Meeting

INTER-STATE MILK PRODUCERS' ASSOCIATION

Broadwood Hotel, Philadelphia, Pa.

November 20-21, 1935

In accordance with the by-laws, the stockholders of the Inter-State Milk Producers' Association will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, on Wednesday, November 20, 1935, at 10:00 A. M. for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and for the transaction of such business as may be necessary.

B. H. WELTY, President. I. RALPH ZOLLERS, Secretary.

Directorships to be filled

The terms of the following named directors will expire at the time of the forthcoming annual meeting. The Districts and Locals which each represents are given herewith for the information of all members.

11. D. ALLERACH, District 1 Center Point, Limerick, Palm, Pottstown, Red Hill, Trappe, Zieglerville, Boyetown.	Montgomery Co., Pa. Montgomery Co., Pa. Montgomery Co., Pa. Montgomery Co., Pa. Montgomery Co., Pa. Montgomery Co., Pa. Montgomery Co., Pa. Berks Co., Pa.	Delmar, Nassau, Seaford,	Sussex Co., Del. Sussex Co., Del. Sussex Co., Del.
S. K. ANDREWS, District 2 Cambridge-Church Creek, Hurlock-Federalburg, Princess Anne, Snow Hill.	Dorchester Co., Md. Dorchester Co., Md. Somerset Co., Md. Worcester Co., Md.	PHILIP PRICE, District 14 Avon-Grove, Coatesville-Pomeroy, Doe Run, Kennett Square-Unionville, West Chester.	Chester Co., Pa. Chester Co., Pa. Chester Co., Pa. Chester Co., Pa. Chester Co., Pa.
Ira J. Book, District 5 Christiana, East Earl, New Holland, Lampeter-West Willow, Leola, Lititz-Neffsville, Mount Joy, Paradise, Stevens, Strasburg, Witmer.	Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa. Lancaster Co., Pa.	ALBERT SARIG, District 15 Barto, Bethel, Fleetwood, Klinesville, Lyons Station, Oley, Shartlesville, Shoemakersville, Topton, Virginville, Lakeside.	Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Berks Co., Pa. Schuylkill Co., Pa.
11. W. COOK, District 6 Kirkwood, Middletown, Newark-Appleton, Talleville, Townsend.	New Castle Co., Del. New Castle Co., Del. New Castle Co., Del. New Castle Co., Del. New Castle Co., Del.	B. H. WELTY, District 25 Beaver Creek, Clear Spring, Hagerstown, Kedysville, Lappans-Fair Play, Middletown, Chambersburg, Mercersburg, Path Valley, Waynesboro, Martinsburg, Moorefield.	Washington Co., Md. Washington Co., Md. Washington Co., Md. Washington Co., Md. Washington Co., Md. Frederick Co., Md. Franklin Co., Pa. Franklin Co., Pa. Franklin Co., Pa. Franklin Co., Pa. Berkeley Co., W. Va. Hardy Co., W. Va.
E. H. DONOVAN, District 7 East Dover, Felton, Harrington, Kenton, Smyrna-Clayton, Dagsboro.	Kent Co., Del. Kent Co., Del. Kent Co., Del. Kent Co., Del. Kent Co., Del. Sussex Co., Del.	F. P. WILLITS, District 26 Chadds Ford, Concordville, Media, Village Green.	Delaware Co., Pa. Delaware Co., Pa. Delaware Co., Pa. Delaware Co., Pa.

Cover Crop Saves Soil

"Everytime a rain carries away topsoil, your farm is losing not only valuable topsoil and its natural and added fertility and humus, but it is also losing protection against continuous increased losses of these three things," says H. B. Sprague, agronomist at the New Jersey College of Agriculture. "Water runoff on thin soils is tremendous, since the absorbing ability of a soil depends largely upon its humus content."

"A cover crop serves two purposes in a soil erosion control program. It protects land that is awaiting another corn or vegetable crop from wash-

ing and, plowed under, it increases not only the fertility of the soil but also its permeability, or the rate at which it will absorb rainfall.

"The following cover crop mixture is being used by farmers in the Soil Conservation Service's demonstration project area in Hunterdon and Somerset counties: 10 1/2 pounds Italian Rye grass, 5 pounds timothy, 3 pounds red top, 2 pounds alsike clover and 4 pounds mammoth red clover."

Good ventilation for the mechanical milk cooler makes the cooler more efficient and saves money.

"The people in our part of town are watching the result of a very interesting conflict."

"What is it?"

"An irresistible blonde has just met an immovable bachelor."

A man from Kansas was looking into the depths of the Grand Canyon. "Do you know," said the guide, "it took millions of years for this great abyss to be carved out?"

The man from Kansas was tremendously impressed. "You don't tell me," he commented. "Why, I didn't know this was a government job."—Service Magazine.

Inspection Requirements

A DEFINITE understanding of dairy farm inspection requirements will help every producer in meeting those requirements. As is well known, most states have established their own regulations, that is, they have set up rules which govern the sanitary surroundings in producing and handling milk and certain milk products sold to consumers in their states.

In addition, many municipalities have set up rules of their own which may be more strict than the state regulations.

Regulations are needed. The debatable question is just what constitutes fair and reasonable regulations that will actually insure a better and safer milk. It is generally recognized that the production of clean, safe and good milk depends more upon the man than upon his equipment.

Yet rules must be laid down which will help protect the milk consuming public from an occasional poor supply produced by those who may not be careful every day. We present you herewith some of the definitions which appear on the back of the farmer's copy of the "Dairy Farm Sanitation Report" approved by Pennsylvania Department of Health.

The remainder of these requirements will be published in an early issue of the Inter-State MILK PRODUCERS' REVIEW.

Milk for Pasteurization Shall Be Milk Produced and Handled in Accordance With the Following Uniform Requirements

"(a) The milk shall be from a cow or cows determined by physical examination, and tuberculin tests, conducted in accordance with the rules, regulations and practices of the State Department of Agriculture; pertaining to the individual accredited herd plan or modified accredited area plan, to be free from communicable disease. Physical examination shall be conducted by a licensed veterinarian at least annually in accordance with procedure adopted by the American Veterinary Medical Association. Diseased cattle, particularly those affected with tuberculosis, mastitis, purulent metritis and other febrile conditions shall be segregated from the dairy herd. An accurate record of all tuberculin tests and physical examination of cattle shall be kept on file in the milk plant where the milk is received and shall be available at all times for inspection.

"(b) A suitable cow stable shall be provided at each dairy farm. The floors and gutters of such parts of dairy barns where cows are kept and milked shall be constructed of concrete or other equally impervious material and kept in good repair. Cow stable walls shall be reasonably smooth and free from cracks and crevices, ceiling tight, air space at least 500 cu. feet per cow and unobstructed window area not less than 2 sq. feet per cow. Passage-ways in rear of cows shall be at least four feet wide including manure gutters. Dairy animals shall be separated from other live stock by a tight partition, except horses if kept under same conditions of cleanliness as required of cows.

"(c) Cow yards shall be kept reasonably clean, graded and free of accumulation of liquid manure. Waste from pig pens, barns or milk houses shall not be permitted to drain to cow yard. Manure shall be stored inaccessible to cows.

"(h) A sanitary flush type toilet or privy shall be provided on the dairy farm. Privies shall have fly tight vaults and overflow or drainage to surface of ground shall be prevented. Privies shall be cleaned before excreta level rises above the surface of the ground. Privies and cesspools shall not be located so as to endanger water supply.

"(i) Persons ill or recovering from typhoid fever, dysentery, syphilis, diphtheria, septic sore throat,

scarlet fever or milk borne diseases shall not be permitted to work upon a dairy farm or come in contact with dairy farm employees until permitted by properly constituted health authorities. Persons affected with active tuberculosis or typhoid carriers shall be prohibited from engaging in any work concerned with the production and handling of milk. The hands and fore arm of milkers shall be free of active infections and running sores."

WHAT PRICE IDEAS?

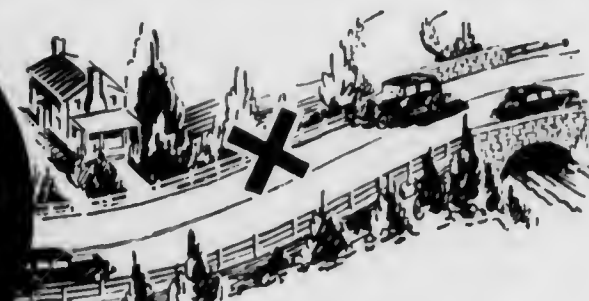
That is what every piece of good printing is—AN IDEA

If you would be interested in a good printer's idea about good printing, we are at your disposal at any time.

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

X marks the spot where Mr. Brown lost his farm



sheriff sold his farm to satisfy the court's decision.

\$17.00 would have bought Mr. Brown protection against claims up to \$5000 and \$10,000. \$17.00 will do the same for you. Just send the coupon today.

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

326 S. 18TH ST., HARRISBURG, PA.
Let me know more about your \$5,000 and \$10,000 automobile liability insurance.

Name.....

Address.....

City.....

PLAY SAFE. Mail This Coupon Today!

PLAY SAFE Mail this Coupon Today!

Nominating Petition

For DIRECTOR of the
Inter-State Milk Producers' Association

District _____

Turn to page 10 for districts in which vacancies are to be filled at the annual election of directors on November 20 and the list of locals belonging to those districts.

Section 13, paragraph (l), of the by-laws of the Inter-State Milk Producers' Association provides that: "A candidate for the office of director or others on his behalf, from a given district, shall file with the Secretary on or before October 1st, nominating papers, signed by at least ten stockholders of that district, placing him in nomination."

Section 13, paragraph (m): "No person shall be a candidate for the office of director unless he shall have held at least one share of the stock of the corporation, and shall have had on file with the Association a signed sales contract for a period of at least one year previous to the time of such election."

We, the undersigned stockholders of the Inter-State Milk Producers' Association petition to place the name of _____

P. O. _____, State _____,
on the nomination ballot for director of the Inter-State Milk Producers' Association for the _____ district.

The signatures of **ten members** residing in the district are required on a petition to place a name on the nomination ballot.

Signatures of Members
(Names must be legible)

Addresses

Additional names may be included on this petition. Attach blank sheets hereto for that purpose.

This petition must be in the Association Secretary's office
401 N. Broad St., Philadelphia, by October 1, 1935.

Raise Own Replacements

It is unfortunate that low cattle prices discouraged New Jersey dairymen from raising young stock, during the last few years, according to E. A. Gauntt, extension dairyman of the State Agricultural Experiment Station, Rutgers University. He says, "Many dairymen are now compelled to pay high prices for the needed replacements, and, even then, they face the fear of bringing mastitis, tuberculosis, or Bang's disease into their herds."

"A sound program of raising replacements economically is most vital to the thinking New Jersey dairyman. It is a sound practice for all dairy sections of the State, not only during the cycle of high prices, but as a permanent practice."

Irregular things happen regularly.

Mention the MILK PRODUCERS' REVIEW when answering its advertisements.

Control Order Suspended

(Continued from page 2)

unanimously, and transmitted by phone to the Control Board which was at the moment holding a hearing with representatives of milk dealers from all parts of Pennsylvania:

"The Executive Committee of the Inter-State Milk Producers' Association is in favor of Pennsylvania Milk Control Board Official Order No. 24 for a trial period of forty-five days provided the dealers do not close plants and accept all the milk the farmers produce."

At the same time as its announcement of suspension of Order No. 24, the Control Board announced public hearings on the Milk Control Board Order to be held at Harrisburg on September 9-10-11. Subjects to be covered at the hearings are expected to include many of the points in the order to which objections have been raised. It is expected that after these hearings the order will be revised as soon as possible and made effective at a date shortly thereafter.

Farmers Income Increasing

The gross income in 1934 from all farm sources, including benefit payments, was approximately \$7,300,000,000, according to the United States Bureau of Agricultural Economics. This was an increase of nearly \$900,000,000 or 12.4 percent more than the 1933 farm income and almost \$2 billion, or 36.7 percent, more than the \$5,337,000,000 in 1932 which was the low point of the depression. Benefit payments in 1934 amounted to \$594,000,000.

Total farm income in 1929 was \$11,971,000,000 which was the highest since 1920.

It is reported that costs of production have not advanced as fast as total farm income. The greatest increase in purchases were for farm machinery and automobiles, the buying of which was restricted during the years of low income.

It Takes Two

Selling milk is like selling horses, cows, etc. It takes two to make a bargain. One must want to sell and the other must want to buy. If there is a greater demand than there is supply selling is easy and prices good. If there is a greater supply than there is demand it is difficult to find buyers even at low prices. At the present time the supply of milk exceeds the demand. The dairyman who has a steady cash market for his milk at a fair market price is most fortunate.—*Sheffield Producer.*

September, 1935

Want to Get Ahead?

(Continued from page 6)

other words he wanted the other fellow to cooperate but he wanted a preferential market for himself. He wanted, whenever available, a special market but always wanted the other members to maintain a shelter (the association) to which he could run for protection when floods (of milk from flush production) hit his special market. And, of course, when he ran for cover he wanted the same rights and privileges as the loyal member.

This type of member is a headache to any cooperative association and, strange as it may seem, this particular man once rated as rich, instead of becoming richer, went bankrupt even before the lightning hit in 1929.

The Divine Right of Sections

Another great check to the wheels of progress of orderly cooperative marketing is the individualistic attitude of certain communities which feel that by some act of Providence they alone are entitled to sell to a certain market while those living on the other side of an imaginary or state line have no such rights and should be barred from selling their products on OUR (?) market.

Certainly producers of fluid milk have a right to be protected against the unfair competition of uninspected and unsanitary supplies of cheap milk no matter whence such milk may come. I can think of no greater service that could be given producers

by united Federal and State agencies than the establishment of rigid, uniform, sensible regulations, fully enforced that after being set will be held free from frequent or indiscriminate change.

The reason the housewives of eastern cities prefer Pacific Coast eggs, Hood River apples, Land O'Lakes butter, etc., is because producers of those products, remote from markets, have had to pay more attention to high quality in order to establish their sales outlets in eastern markets. Consumers of milk likewise have a right to a high class product and the better the flavor and keeping qualities of the bottle of milk offered to consumers, the more milk they will buy.

It does not seem reasonable to suppose that the high courts of the land will ever permit discrimination between states. Likewise any producers who think they can force Madam Housewife to buy their product or to refuse to buy similar certain products from other sections are playing with fire. Even worse, as long as they adhere to such an attitude they are hindering the progress of efficient orderly marketing.

Let's Go

C. C. Teague, President of the California Fruit Growers' Exchange, recently said, "After a cooperative is formed, its success depends upon a development of cooperative spirit

within the membership and on a willingness to cooperate with the agencies with which it has business relations."

There is little limit to what can be accomplished by united and constructive effort. New services such as the cooperative hauling of members' milk, the development of an education program and many others should be considered. A cooperative can be as effective or more so, in helping members, by cutting operating costs and rendering helpful services as by raising prices.

"The farmer is the producer of the real necessities of life, and I believe it can be truthfully said that the income derived from agricultural production largely determines the extent of national income from all other sources."—*John Brandt, president, Land o' Lakes Creameries, Inc.*

Little Betty's grandmother used the old-fashioned method for measuring a yard by stretching the goods at arm's length, holding one end of it up to her nose. One day Betty came up to her grandmother with a piece of tape.

"Smell this, grandma, and see how long it is," was the startling request.

Mention the MILK PRODUCERS' REVIEW when answering its advertisements.

If you want to be awfully mean to a grouch, just be nice to him.

Milk Is Plentiful

Production Up, Feed Ample

VACATION and the Labor Day week-end left their mark on the demand for milk, resulting in some excess of supplies which was further stimulated by a continued abundant production. With the vacation season about ended and the opening of city schools a seasonal increase in consumption can be expected.

It has been especially difficult of late to find new markets for producers who desire a change or are forced to find other outlets. The large available supply has contributed to this situation and another factor has been uncertainty of prices and regulations which might be ordered by the Milk Control Board.

Factors contributing to heavy production are good pastures, cheaper feeds than a year ago, and uncertainty about production control measures.

Cream Demand Lighter

Imported butter has ceased to be a factor in our markets due to a narrowing of the spread between New York and London to about six cents a pound. Obviously this is not enough to justify bringing it in over our fourteen cent tariff wall.

Receipts of milk at Philadelphia during August held steady during the month and were practically identical with last year's receipts. Cream receipts, however, showed a sharp decrease toward the end of the month and totaled about eleven percent less than in 1934. Most of the decrease during the month was from states beyond the milk shed.

Prices received at other markets continued a slightly downward trend with a few decreases noted, usually attributed to inability to maintain the previous prices in the face of large supplies. Markets which have experienced recent decreases are Boston; Cleveland; Everett, Washington; and Tampa, Florida.

The production situation throughout the butter, cheese and evaporated milk sections shows continued large supplies. Production per cow is substantially higher than a year ago with actual production also greater in spite of reduced cow numbers. Average production per cow was slightly higher on August 1 than the eight year average from 1925 to 1932.

The condition of pastures, tame hay crops, and corn for the country as a whole was reported on August 1st as nearly twice as good as a year

ago and as good or better than the ten-year average. The same crops in Pennsylvania also were reported as being appreciably better than in 1934 while New Jersey reports indicate slightly smaller yields.

Actual reports of butter production for July show a 6.47 percent increase over a year ago while cheese production was 6.56 percent greater, the largest July production on record for both these products. Observers are forecasting continued heavy production of both these products during the fall months.

Heavy Butter Storage

The storage stocks of butter were 149 million pounds on August 1st, an amount very close to the record for that date. Storage supplies continued to increase until near the end of the month. Not until the last week of the month did the withdrawals from storage at the four largest markets exceed the amount going into storage.

The amount of cheese in storage is about average but is less than a year ago. The amount of all dairy products in storage on August 1st represents about 25 percent more milk than the amount in storage a year earlier.

An unfavorable factor to producers for the fluid market is the 10 percent reduced consumption of butter, perhaps a result of last winter's high prices, and indicating lower cream prices for us. The 2 percent increase in evaporated milk and almost 9 percent increase in condensed milk consumption represents markets that fluid milk producers might have supplied. Cheese consumption showed a 4 percent increase thus far in 1935. The July consumption of butter showed up more favorably, being only 2.3 percent less than in 1934.

Evaporated Milk

The production of evaporated milk was 10 percent greater in July, 1935, than a year earlier, which with the heavy storage stocks and light demand, resulted in stocks of almost 339 million pounds on August 1st, or 81 million pounds above the five year average for that date. These figures apply to stocks on manufacturer's hands, but it is believed wholesale grocers are carrying smaller inventories.

Evaporated milk production during the first seven months of 1935 was 20 percent greater than in 1934

MILK PRODUCERS REVIEW

while butter showed a 2 percent decrease and cheese a 6.7 percent decrease. All the decrease in butter production occurred in the first four months and the decrease in cheese during the first five months.

Butter prices have shown a modest increase during August, 92 score butter being quoted at 26 cents at New York on August 31, as compared to 24 cents on August 1. The average price for the month was 24.99 cents. Cheese also experienced a fair increase, closing at 16¼ cents on the Chicago exchange compared to a July average of 14.21 cents.

August Cream Prices

On the basis of this butter price the August prices of one hundred pounds of 3.5 percent milk sold in Class II, IIB and III as set by the Pennsylvania Milk Control Board are as follows:

Philadelphia, f.o.b. loading platform or receiving station:

Class II and IIB	\$1.17
Class III	.87

Pennsylvania secondary markets, f.o.b. dealers' plants:

Class II	\$1.32
Class IIB	1.17
Class III	.87

The differential on Class II and IIB milk for butterfat tests above or below 3.5 percent is 4 cents for each point (.01 percent).

The price of one hundred pounds of Class III milk of any butterfat test can be determined by multiplying the test by the price of butter, 24.99 cents a pound.

Wisconsin Production Up

Wisconsin dairymen received the same average price for their milk in July as in June, \$1.16 per hundred pounds, according to the August report of the Federal-State agricultural statistician. Producers supplying milk for butter received \$1.08; for cheese, \$1.11; for evaporated milk, \$1.17; and for market milk, \$1.41.

Production per cow averaged 18.43 pounds daily on August 1, an increase of 11.2 percent over August 1, 1934. However, with 4 percent fewer cows total production was reported as 6.5 percent more than last year.

The ratio of price of milk to cost of feed was reported as the most favorable since 1933. During July it required just 100 pounds of milk to buy 100 pounds of dairy ration as compared to 128 a year ago and a high of 149 pounds in September, 1934. This may be interpreted as a warning of higher production in that and neighboring dairy states.

Pioneering in Camp Life

(Continued from page 8)

summer education" as to quality and size as well as price.

Sharing of work, sharing of play, sharing of confidences, makes for greater comradeship between parent and child so much desired was Miss Woodruff's theme and produced a most interesting discussion.

Handcraft was very popular—new things and new stitches.

Professor Willis Kern is a welcome guest in every camp and whether in song or game soon brought a beautiful harmony.

Books the State Loan Library, the Public Libraries of Easton and Stroudsburg were so fine in their selection of books loaned:

"Books are gates to world of pleasure"
"Books are keys to chests of treasure;"
"Books are paths that upward lead"
"Books are friends—come let us read."

"Be loyal to the Royal in oneself."

From Cathedral to Little Brown Church

(Continued from page 8)

"Second—Cooperation emphasizes the need of developing widespread education co-equally with organizations, which is the essence of democracy.

"Third—Co-operation most thoroughly exemplifies the Christian philosophy of life." Rev. R. A. McGowan, Assistant Director of the Social Action Department of the Canadian Catholic Welfare Conference, comes out flat-footed with this statement:

"Every farmer should be a member of as many cooperative marketing organizations, clubs and services as are necessary for him to market his varied crops at a fair price. THIS SEEMS BASIC."

Witness the great Methodist Church swinging into action. The annual conference of the Social Service Commission of the New York East Conference declares that:

"As a church we must face our responsibility. From among us should come lay leadership fighting for Christian economic ideals."

The Conference further went on record as calling for the establishment of a Co-operative Christian Commonwealth and recommended as a method of creating that order that:

"Our pastors and churches study the Consumers' Cooperative movement . . . and aid in their respective communities in the organization of Cooperative enterprises."

Much the same action was taken recently by the Nebraska State Conference of Congregational churches to wit:

"Inasmuch as it is generally admitted that the economic machinery of our nation is now jammed and has been for years, be it resolved that we commend to the pastors and people of the Congregational churches a thorough study of Co-operation of the Rochdale type as a way out of our difficulty believing that such Co-operation is in harmony with Christ's teachings of brotherhood in society."

The Ohio Presbyterians in Conference at Wooster; the Congregationalists in Medina, Ohio—deeply interested in cooperation—made a direct call on Murry D. Lincoln of the Ohio Farm Bureau Federation for speeches of enlightenment. Still further, the Association of County School Superintendents of Ohio asked for an address on the Ohio Cooperative schools and the Cooperative program in general. Bodies of this type keep abreast of world movements—they are interested in trends rather than incidents.



"I PUT MY DAIRY ON A PAYING BASIS WITH CONCRETE"

"LAST year I raised my old dairy barn and put in a concrete foundation, floor, first story, walls and manger. Fixed up the milk house, too, with clean concrete walls and floor and a concrete cooling tank. Now I have a grade A dairy that's absolutely sanitary. It's easy to work in, the cows give more milk—and I make a lot more money."

That's just one example of how concrete improvements pay. We could quote dozens. For instance,

state experiment stations have proved that a concrete silo is worth \$340 a year on the average farm. Concrete feeding floors and poultry houses; walks, troughs and foundations are other profit making improvements.

You can do the work with concrete, at low cost . . . and with certainty that what you build will last a lifetime. Check this list and mail to us with coupon. We will send you FREE a 72-page book that will be of much use to you for years.

PORTLAND CEMENT ASSOCIATION

Dairy Barn . . . Floors . . .
General Purpose Barn . . .
Foundations . . . Storage
Cellars . . . Hog House . . .
Grain Bins . . . Milk House
Walls . . . Poultry House

Dept. 1307, 1528 Walnut St., Philadelphia, Pa.
Please send: "Plans for Concrete Farm Buildings."

Name
P. O.
R. R. No. State

Here is a development that fairly dazzles with significance. Late in June, Catholic, Jewish and Protestant clergy came together in two statewide meetings at Madison and Minneapolis "to make an attempt to understand and evaluate the Consumers' Cooperative Movement in terms of the teaching of their various churches."

Cecil Crews of the University of Wisconsin declared that:

"The more abundant life of which we hear so much is the aim of both religion and the Consumers' Cooperative movement. Since the producer group controls government, the only way out is for the consumer to organize his own democratic groups which will assume economic power."

Finally, on the other side of the water stands Kagawa the magnetic soul of Japan anointed amongst the world's religious leaders sweeping before him the debris of an outmoded society and erecting on the ashes a durable philosophy.

"Personally I am pouring my prayers and the reddest blood of my life into the work of carrying forward this quiet, undramatic reformation."

"Becoming a Christian means organizing Cooperatives."

"Tell America to organize Christian Cooperatives."

We repeat, from vaulted cathedral to the little brown church in the wildwood, Christianity is probing into Cooperation as the focal point of the new redemptive order of society.

A man's time is his property—therefore the wise man always improves it.

Call your fieldman for help on quality, test, weight, or payment problems.

When answering advertisements, mention the MILK PRODUCERS' REVIEW.

Jersey Control Board Holds Producer Conferences

The New Jersey Milk Control Board is holding a series of meetings in various parts of New Jersey during the week of September 9 to 13.

This is the second of a series of meetings to be held in different parts of the state by the Board, the first having been held more than a year ago by the former Board. The present conditions in the dairy industry are of great importance to New Jersey producers and the Board is taking this method of presenting the milk situation and trends in the industry as related to the State of New Jersey and surrounding states as well as recent developments at Washington. The results of regulation of the industry to date and the trends in production and consumption of milk are subjects of discussion.

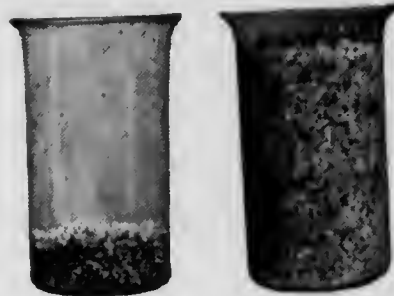
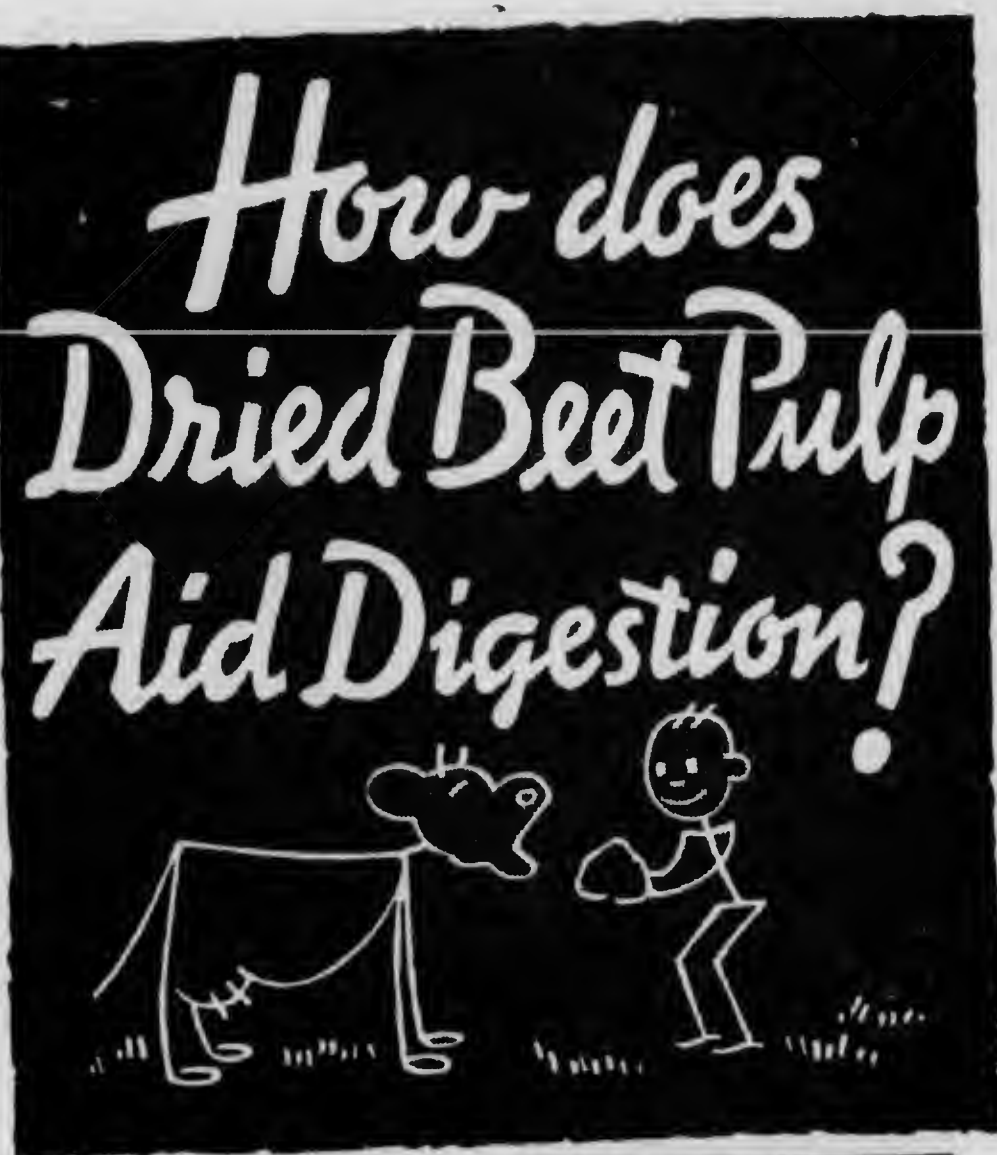
Consideration is being given to the establishment of a representative group of producers to confer with the Board from time to time and express the producers' viewpoint. All those attending the meetings are given an opportunity to present problems for the Board's consideration and to set forth their ideas on the Board's future policies. It is expected that producers, either as individuals or groups, will discuss the question of how to improve their economic status and to help make the work of the Milk Control Board more effective and successful.

"The farmer and the consumer have common interests which far outweigh any temporary diversity of objectives. Each has to protect the other in order to protect himself." — Secretary of Agriculture Henry A. Wallace.

Low test? Your fieldman will help you check up. Ask him.

AUGUST BUTTER PRICES

Date	92-Grade	Solid Pack	Chicago
1	25	24	23 1/2
2	25 1/4	24 1/4	24
3	25 1/4	24 1/4	24
4	25 1/4	24 1/4	23 1/2
5	25 1/4	24 1/4	23 1/2
6	25 1/4	24 1/4	24 1/4
7	25 1/4	24 1/4	24 1/4
8	25 1/4	24 1/4	24 1/4
9	25 1/4	24 1/4	24 1/4
10	25 1/4	24 1/4	24
11	25 1/4	24 1/4	24
12	25 1/4	24 1/4	24
13	25 1/4	24 1/4	24 1/4
14	25 1/4	24 1/4	24 1/2
15	26 1/4	25 1/4	24 1/2
16	26 1/4	25 1/4	24 1/2
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25	26 1/4	25 1/4	24 1/2
26	26 1/4	25 1/4	24 1/2
27	26 1/4	25 1/4	24 1/2
28	26 1/4	25 1/4	24 1/2
29	27	26	25 1/4
30	27	26	25 1/4
31	27	26	25 1/2
Average	25.99	24.99	24.38
July, '35	24.88	23.88	23.59
August, '34	28.38	27.38	26.39



This illustration shows how Dried Beet Pulp swells when moistened. The glass on the left contains Dried Beet Pulp before moistening. That on the right contains the same quantity of Dried Beet Pulp as the other but water has been added, causing the Dried Beet Pulp to swell to more than three times its original bulk.

DRIED BEET PULP
ABSORBS 4 TIMES
ITS WEIGHT OF
WATER

Dried Beet Pulp's remarkable absorbing power enables it to swell in the cow's stomach to three times its original bulk, thus loosening and opening up the entire feed mass. Better digestion follows. The cow receives the full nutrient value of every ingredient in the ration. She gains in health, production and profit for you.

Dried Beet Pulp keeps cows in top-notch condition, producing steadily and to capacity. No off-feed days. It doesn't turn sour, rancid or musty, but stays sweet, wholesome, palatable for years. Rodents and insects won't touch it. But how cows enjoy it! It's the only vegetable feed sold commercially. They eat it greedily, just as it comes from the sack. Feed it dry—soaking is not necessary.

Wise dairymen keep a supply of Dried Beet Pulp on hand at all times. They correct "off feed" conditions by feeding beet pulp. Cows will often eat beet pulp when no other feed appeals to them. In the regular ration it replaces such feeds as corn, oats, bran, barley. It provides the proper balance for the proteins of cottonseed meal, distiller's grains, brewer's grains, soybean meal, gluten feed, linseed oil meal, and combines perfectly with these feeds.

Besides being a great feed for dairy cows, Dried Beet Pulp is unequalled as an ingredient in the feed for beef cattle, sheep, hogs, goats, and rabbits. Keeps them all healthier and making fast, profitable gains.

Write us for free literature and full information on how Dried Beet Pulp will make money for you.

The Larrowe Milling Company, Dept. 5, Detroit, Michigan

DRIED BEET PULP WILL INCREASE
YOUR PROFITS

Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

Vol. XVI

West Chester, Pa., and Phila.

No. 6

Hearings Held On Milk Order

Discussions Center on Dealer Costs

FOLLOWING the suspension of Order 24 issued by the Pennsylvania Milk Control Board, public hearings were announced for obtaining additional information on several of the provisions contained in the order. These hearings opened at Harrisburg on September 9 and continued for 3 to 4 days each week for three weeks. At the time of going to press (September 30) the hearings have not been completed and will be resumed later in that week.

All witnesses appearing were asked to be represented by counsel and all witnesses were subject to cross examination by any attorney taking part in the hearing. With few exceptions the hearing concentrated on subjects dealing with dealer costs. Outstanding were receiving station costs, hauling costs, cost of handling direct shipped milk, allocation of various supervisory and overhead expenses, profits and losses of dealers.

Other subjects discussed included premiums and bonuses on "A" milk, production control, cost of milk production, differentials to cash-and-carry stores.

Witnesses representing dealers and those called by the control board occupied by far the greater part of time consumed during the hearing.

Receiving Station Costs

Several dealer witnesses entered evidence that the receiving station charge allowed by Order 24 was not sufficient to cover the cost of operating those stations. Their figures would show also that the allowance previously permitted would not cover these costs. They contended that if order 24 were to stand they would be compelled to close their stations.

This evidence was attacked by the board, through its counsel, as unsound, on the contention that most of the operations performed at the receiving station must be performed also on direct shipped milk and therefore these costs were not "extra costs." The attitude of the board appeared to be that the cost of cooling the milk and of loading it onto car or truck were the only additional receiving station services that were essential. They expressed the opinion that no other costs at receiving stations could be justified.

Several delegations of producers from the western part of Inter-State territory appeared to protest against those provisions in order 24 which might cause the closing of the receiving stations to which they delivered their milk. This, they felt, would result in their losing the Philadelphia market and force them

these groups filed protests with the Governor.

Attorneys for Pittsburgh dealers approached the receiving station charge from an entirely new angle. Since it was conceded that receiving stations "are used and useful" in handling milk they contended that under Pennsylvania laws relating to utilities the dealers were entitled to cost of operation and a fair return on investment which has been declared by judicial decision to be 6 percent.

Protest "A" Changes

A large group of Inter-State members who are shipping to several "A" plants protested against the change in method of determining "A" premiums as provided in order 24. They justified present premiums as providing a fair return for extra costs of meeting "A" requirements. They protested against the ruling which would distribute the "A" premium among all "A" shippers who might have bacteria counts under 200,000 and also against the proposed dropping of the extra butterfat premium on "A" milk. Continuation of the basic-surplus

(Please turn to page 14)

The Co-operative Way

EVEN GOOD management and adequate financing are not enough to assure success to cooperatives. There is one fundamental weakness that is too apparent in many of the associations. This is the factor of "membership relations."

I note almost an unconscious tendency in many places to overlook the place of the producer and his own peculiar interest in the cooperative enterprise. He is becoming too nearly the "forgotten man" in some of the larger cooperative units. He is not kept informed and he does not understand what is going on. Ways and means must be devised to keep his interest and to make him enthusiastic for his own institution. He must have a stake in it. He must know of its difficult problems. He must more fully realize its limitations and he should be aware of the intense competition and the almost vicious antagonism with which his organization is constantly dealing.

There is an apparent need of finding superior ways and means than are now practiced to bring the local member closer to his business institution that he may support it with more understanding and with a clear idea of what it is all about. After all, the foundation for successful cooperation is the individual and his attitude of mind. It is because of this fact that we are interested in this particular problem.

F. W. Peck, Cooperative Bank Commissioner.

Directors Discuss Market Conditions, Control Order

THE SEPTEMBER Board of Directors meeting of the Inter-State Milk Producers' Association was held in the new offices of the Association in the Terminal Commerce Building, 401 North Broad Street. All directors were present except Price and Andrews. Visitors present included J. J. Scanlon, senior economist with the Farm Credit Administration, and Dr. Fred Lininger, Economist at Pennsylvania State College.

Minutes of the previous meeting of the board and of executive committee meetings held since the previous board meeting were read and approved.

President Welty reported on field activities, calling special attention to the reception given Mr. Lauterbach, general manager, at the Washington County, Maryland, Farm Bureau picnic on August 31. The president also reported on a conference with county agents from Inter-State territory which was held during August. This conference brought out some of the problems and similar interests between the county agents and organizations such as Inter-State.

General Manager Reports

Mr. Lauterbach gave his first report to the board as general manager of the Association. He stated that since coming into the Association on July 1 he has attended a great many meetings of Inter-State Locals and other farm groups. At these meetings he made it a point to discuss the association, its problems and the work it must undertake in the future. These subjects were discussed with non-members as well as members. He stated that regardless of just or unjust criticism of the association, this organization must map out a definite goal and work toward its attainment.

The general manager continued with a discussion of market conditions, pointing out the variation in prices as paid in different states. He felt that the association could help bring the control boards operating in this section together on a uniform price plan.

Secondary markets and the need for a definite program of action concerning them was discussed, as well as the possibility of developing plans for a reorganization of the association.

Mr. Lauterbach brought out the necessity of having the association field representatives handle problems that develop in the field, stating that most such problems can be handled more effectively at home than through the central office.

Pennsylvania Control Board Order No. 24 was then discussed and the board members participated in a general discussion of its good and its objectionable features.

Mr. Crowl and Mr. Welty both reported on local meetings held in their respective areas to discuss Control Board Order 24. The sentiment in both their communities was against any order which would cause the closing of receiving stations. They also reported that the members in their communities were strongly in favor of the basic-surplus plan of production control.

Trucking Cost Report

A general discussion then took place as to the procedure to follow should the association wish to handle the surplus milk of members. It was felt that this matter needed a lot of study and possibly new contracts with members would be advisable before attempting this practice.

A preliminary report on trucking costs and practices in the Philadelphia area was made by J. J. Scanlon, senior economist with the Farm Credit Administration. This discussion included the published hauling rates, actual payments for hauling, other charges incident to the hauling of milk and possibilities for reducing these costs. This information was given as totals and averages because information about individual dealers and haulers was considered as confidential. A more complete report is now in process of preparation.

Delegation Protests Order

A committee of shippers to the Frenchtown receiving station visited the office to object to an order by their dealer which would close that receiving station, compelling them to haul their milk to another station, and would also limit their daily shipments. The committee was invited into the meeting and arrangements were made to have this committee together with Inter-State directors in territories where similar action has been ordered to meet with representatives of that distributor. At the meeting with that distributor that afternoon assurance

was obtained that the receiving station would be kept open for the present at least, and that all milk offered by shippers would be accepted.

A discussion was held on the probable effect on production should the basic-surplus plan be discontinued. Figures were presented showing that production per herd has increased substantially over a year ago and that much of this increase was considered due to lack of any plan concerning future production control.

A report of the annual meeting committee was made by A. R. Marvel, chairman. Sub-committees also reported. Plans are given more fully on page 16.

F. M. Twining, director of the Field and Test Departments, reported that four members of his department attended the American Institute of Cooperation held at Cornell University in July. He also reported the discovery by one fieldman that a milk dealer had paid some of his patrons on tests lower than those reported and through this discovery more than \$1,000 in under-payments had been made good to patrons. His department also gave special aid to "A" milk shippers to help them maintain their bacteria bonus, and thereby remain in the "A" class.

Reorganization Discussed

Because of being incapacitated by an appendicitis operation, field representative J. T. Plummer was not able to perform his duties for several weeks and Mr. Twining, with the approval of the Executive Committee, engaged D. W. Winter temporarily as an additional field representative.

Following these reports the board again took up discussion of Order No. 24. It was the general opinion of the directors that efforts should be made to bring about a compromise which would retain the desirable features of Order No. 24, but modify those which might prove detrimental to producers' interests.

During the Executive session, a resolution was approved to appoint a committee consisting of the President, Vice-President and General Manager, they to have the privilege of selecting two other members, to study possible plans for reorganization of the association. If a plan should be developed before the annual meeting it is to be made a subject of discussion at that meeting.

State and Federal Control of the Milk Industry

THE MILK CONTROL BOARD hearings during the past two weeks have again called forcefully to our attention the many complications involved in trying to regulate the milk industry. The financial reports which were read into the hearing records reveal that most of the small distributors are losing money while the large distributors are still earning a return on their investments. This simply means that the present trend of regulation, if enforced, will either eliminate many small distributors and put the business in the hands of a few or will allow the efficient and large distributors to make profits which to some people may seem excessive.

From my observation and experience with milk regulation I have come to the conclusion that eventually price fixing should be eliminated. Our regulatory bodies should be continued, however, and authorized to act in the capacity of an arbitration board. The solution, as I see it, requires strong producer cooperatives which will bargain with the distributors for producer prices, the arbitration board stepping in when those groups cannot reach a decision among themselves. This board should have the power to examine the books and records of dealers.

Possibly before we abandon price fixing entirely we should try fixing producer prices only, letting competition determine prices to consumers. This would give each dealer his milk at the same price as his competitors and should tend to create more efficiency in distribution. Most of our state laws now require fixing prices to both producers and consumers. The Federal Government, however, abandoned fixing consumer prices nearly two years ago because of

difficulties in deciding what constitutes a fair spread for the dealers.

Just what will be the outcome of the present hearings we do not know. Much valuable information has been revealed to the control board which, no doubt, they will use in rewriting order 24.

There is one thing of which I am certain and that is that no order which a control board may write can be enforced without cooperation on the part of the Federal Government. The State of Pennsylvania cannot regulate prices of milk shipped from Maryland and Delaware. New Jersey cannot regulate prices of milk shipped from Pennsylvania, Maryland or Delaware. Some of our producers whose milk moves across state lines are not receiving control board prices. Their only means of equalizing this difference would be to act as an organized group in asking the Federal Government to help us regulate the inter-state shipments of milk.

Before the Federal government through the A A A will give the milk industry of the Philadelphia milk shed any assistance it will be necessary for the states of New Jersey and Pennsylvania to agree upon more uniform producer prices on intra-state milk than are now in effect. The satisfactory performance of such regulation will require that all control groups and the organized producers supplying the market must work together for its success.

A. J. Lauterbach

Controlling Ropy Milk

There are a large number of species of ropy bacteria which get into milk. Some grow more rapidly than others. Some prefer low temperatures, while others thrive better at higher temperatures. They all come from one common source, namely, vegetable matter growing on the surface of the ground, and they may be introduced into the milk by contaminating the utensils in washing them in the farm water supply, which may be polluted with surface water, or they may get into the milk from dirt from the cow's flank and udder. Mud and bedding both frequently carry large numbers of ropy bacteria.

They generally grow slowly and seem to do better at refrigeration temperature than in warm milk. As the lactic acid bacteria develop in the milk, the ropy organisms cease to grow. Therefore, it is sometimes impossible to find them in raw milk samples, because the samples sour before the rope has a chance to develop to such an extent that it is noticeable.

These bacteria appear to thrive also on moist surfaces of equipment.

In cleaning and sterilizing dairy utensils and equipment some pieces may be overlooked accidentally, thus providing a means of contaminating the next lot of milk. This may occur either in the milk plant or on the farm.

In most cases where the trouble is intermittent and doesn't show up twice in the same place, it is found that the source of trouble is on the farm. This is true particularly in rainy seasons. Most farm water supplies are not entirely free from pollution with surface water, which makes it possible to contaminate the utensils with ropy bacteria almost every day. The contamination may be so slight that it cannot be found, but on a certain day the farm utensils may be left wet all day after washing, and on that day the milk will be heavily contaminated and will be sufficient to cause trouble in the finished product. The next day it may happen on an entirely different farm.

The only way, therefore, to eliminate entirely the introduction of ropy bacteria is to consider every farm a potential source and to make

sure that every producer is carefully rinsing all of his utensils with chemical sterilizers immediately before milking, and is not contaminating them with clear water, and to make sure that he is using these solutions to wipe the cows' udders. This procedure generally results in successful control of ropy epidemics.

However, there are rare cases where the milk plant water supply may be contaminated, or where there is some other unusual source of contamination in the ordinary cleaning and sterilizing of plant equipment. In such cases the presence of a technical man who can find the source is needed.—Victor Guilbault, The Diversey Corporation.

● A farmer purchased a pure-bred pig from a raiser of fancy hogs. The pig and bill arrived the same day. Next day the dissatisfied farmer wrote to the hog raiser as follows: "Dear Sir—Both pig and bill arrived safely. Judging from their comparative size, you made an error in shipping. You should have sent the bill by express and the pig by mail."

Knowledge is the key that unlocks the door of opportunity.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Cooperative Community Department

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the Act of March 3, 1879."

Milk!!!

The Food For All Ages

You Will Be Expected

A snappy and interesting program is the aim in planning the meetings of all Inter-State Locals this year. Subjects of vital importance are before us and these must be discussed at every meeting so that Inter-State members may understand them.

Many of these meetings are being scheduled right now, most of them will be held within four weeks after this REVIEW reaches you. We are sorry that we can't carry dates and programs of all Local meetings in the REVIEW but time and space prevent it.

Watch for the personal notice which will be sent through the mail. When it comes mark your calendar for the date—and bring the women folks and the young folks. They will all enjoy the chance to meet the families of fellow members of Inter-State. Of equal importance, they will be glad to learn more about the problems of the association and of the milk market in general.

These meetings need your attendance and your active participation in order to be of real and lasting benefit to you. Come out—bring your family—see that your neighbor member comes out and brings his family too.

The Governors' Conference

There is some prospect of a unified plan of milk control in the Philadelphia area as well as in the entire Northeastern area, according to press reports of a meeting of the Governors' Emergency Milk Committee of seven States. This meeting was held in Philadelphia on September 23 and was attended by representatives from New York, New Jersey,

Pennsylvania and Massachusetts as well as from the Dairy Section of the A A A.

Other states represented on the committee but which had no representatives present at the meeting are Connecticut, Rhode Island and Maryland.

Information released from the meeting is incomplete but there is evidence that the discussion centered around possible plans to develop some form of control over milk that crosses state lines on its way to market. This would involve taking advantage of the amended A A A which permits working arrangements with states, the A A A regulating producer prices of milk entering inter-state commerce (crossing state lines) and the states regulating intra-state shipments (sold in state where produced).

One report of the conference states that a previously developed plan is being revised to meet provisions of the amended A A A law after which it will be submitted to milk producers and distributors of the seven states.

Prepare Annual Meeting Resolutions Early

Resolutions to be presented at the Inter-State annual meeting will be mimeographed and copies given to all delegates and members present according to plans made by the annual meeting committee. This will apply, however, only to those resolutions which are presented in advance of the meeting.

This action is planned so that all resolutions can be studied carefully by the resolutions committee which meets on November 19. Recommendations of the committee will be included with the copies to be distributed.

The door will not be closed to last minute resolutions. They will be accepted and acted upon in the regular manner with the exception that they will not be distributed in mimeograph form and the delegates will not be able to give them the thought and study that will be given resolutions submitted early.

We urge every Inter-State Local, group of members, or individual member, that wishes to present a resolution to send it in early. Address it to Resolutions Committee, Inter-State Milk Producers' Association, 401 N. Broad Street, Philadelphia, Pennsylvania. It will be turned over to that committee for study. Everyone submitting a resolution is advised to keep a copy for personal use.

Men and pins are useless when they lose their heads.

MILK PRODUCERS REVIEW

Government Buying Program Helps Dairy Market

The government's program for purchasing manufactured dairy products for relief distribution included the purchasing of 127,054,076 pounds of butter, cheese, dry skim milk and evaporated milk. The value of these products purchased during the last two years totalled \$20,350,131.60 at the time of purchase. An additional 8 million pounds of dairy products valued at more than \$1,000,000 has been contracted for and is to be delivered later.

Butter is the largest single item of these purchases totalling more than 63,000,000 pounds at a value of almost \$15,000,000. Cheese, evaporated milk and dry skim milk rank next in order. The purchases were made through the Commodities Purchase Section of the A A A as representatives of the Secretary of Agriculture. The funds used have been made available by special appropriation and by advances from the Treasury under the Agricultural Adjustment Act. These products are distributed by the Federal Surplus Relief Corporation.

This program has given persons on relief the dairy products which are much needed by them and has also reduced supplies of manufactured dairy products and stabilized dairy markets.

A Worthwhile Book

"The Dairy Industry and the A A A", by Dr. John D. Black of Brookings Institution, Washington, D. C., is a 500 page book covering the work of the A A A as it refers to the dairy industry and the results of that activity. The book contains a comprehensive background of trends of dairy prices, production and consumption. It covers the accomplishments and the shortcomings of the A A A and of state milk control boards.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., Required by the Act of Congress of August 24, 1912, of Inter-State Milk Producers' Review, published Monthly at West Chester, Penna., for October 1, 1935.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Association, 401 N. Broad St., Phila., Pa.; Editor—H. E. Jamison, Phila., Pa.; Business Manager—H. E. Jamison, Phila., Pa.

2. That the owner is: Inter-State Milk Producers' Association, 401 N. Broad St., Phila., Pa.; H. E. Welty, Pres., Waynesboro, Pa.; I. Ralph Zollers, Secy., Phila., Pa.; A. R. Marvel, Vice-Pres., Easton, Md.; F. M. Twining, Treas., Newtown, Pa.; Frederick Shangle, Trenton, N. J.; Wm. G. Mendenhall, Downingtown, Pa.; F. P. Willits, Ward, Pa.; E. H. Donovan, Smyrna, Del.; J. W. Keith, Centerville, Md.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

H. E. JAMISON,
Editor & Business Manager,
Sworn to and subscribed before me this 1st day
of October, 1935. A. F. WALSH, Notary Public.
My Commission Expires March 5, 1937.

October, 1935

Percentages for August

The proportion of Class I milk to total basics showed little change from July to August. Most dealers paid Class I price for the same percentage of basics both months, a few dropped 1 percent and the remainder showed slightly greater decreases or slight increases. Again in August all Philadelphia dealers except one paid Class I, Class II or Class IIIB price for all their milk.

The percentages in the table below apply to purchases made in Pennsylvania, Maryland and Delaware except that in a few instances there is a slight difference, not shown here, in classification and therefore in percentages of Class II, IIIB and III between purchases from Pennsylvania and purchases from Delaware and Maryland.

The weighted average price of all milk f. o. b. Philadelphia, as based on available information, was \$2.237 per hundred pounds in August. This was a slight drop, 2.1 cents, from the July average, indicating slightly less milk going into Class I. The weighted average in the 51-60 mile zone was \$1.854 and in the 91-100 mile zone it was 1.819, also representing slight decreases from July.

Basic Utilization Percentages August, 1935

Dealer	Class I	Class II	Class IIIB	Class III	Bonus
Abbotts Dairies, Inc.	93	2	Bal.	—	74%*
Breuninger Dairies	82	Bal.	Bal.	—	82%†
Delchester Farms	67½	Bal.	—	—	?
Frauns Dairies	76	8	—	—	?
Harrison Dairies	83	20% (& 2B)	Bal.	—	?
Martin Century	87	Bal.	—	—	86%*
Myers Dairies	80 S	Bal.S	—	—	—
Scott-Powell Dairies	70	Bal.	Bal.	—	53%†
Suppley-Willis-Jones	77	Bal.	—	—	70%†

* "A" bonus on percentage of Class I.

† "A" bonus on percentage of basics.

‡ "A" bonus on percentage of production up to full basic amount.

S—Percentage of shipments.

Keeping Costs Down

The answer to "What does it cost me to produce milk?" is useful for two purposes. First to determine whether the dairyman who gets his answer is the boss of a going concern, and second, to point out places and possibilities of reducing that cost.

Few dairymen, or any other farmers, have definite cost data—but they do know by the slimness of their pocketbooks that the cost is too high as compared to returns. Or perhaps it is too low a return as compared to costs.

Efforts to improve returns demand group action and when a whacking big depression comes along practically nothing can hold up against it. Group action as typified by our cooperatives has prevented complete collapse and has helped rebuild the price structure to milk producers just as fast as economic conditions permit.

Equally effective from a profit standpoint is the effort to reduce costs of production, with the added advantage that any gain thus made is the sole property of the individual who makes it.

No one can expect to produce milk at low cost with cows of low productive capacity. Good cows are the first essential. Next in importance are healthy cows for no matter how good a cow may be if she is an active Bang's case or is afflicted with Mastitis down goes her production and up go costs. The business-like dairyman keeps good cows and is a crank about keeping diseases out of his herd.

Feed is a big cost item and the business-like producer plans his supply so he will have a milk-making ration in sufficient quantity to keep his herd at an efficient level of production. He raises what he can of his feed supply and buys what is needed to balance and supplement his home grown feeds. No starving his cows "to make the feed last" and no cheating them by feeding an unbalanced ration.

The practical farmer recognizes that certain equipment is needed and he provides it. To do without it he handicaps himself to buy inappropriate or unnecessary equipment he overloads his costs. He uses labor efficiently by keeping his help busy and giving them proper equipment to use in their work and he allows a fair return for his own and family labor.

Cooperation To Be Taught In Classroom

Cooperative marketing and consumers' cooperation must be taught in Wisconsin public schools, according to a law recently passed by the state legislature. Wisconsin is the first state to prescribe such a measure.

The bill states that cooperative marketing shall be taught in "every common school"; that the state university, teachers' colleges, normal schools and every public high school and vocational school "shall prescribe adequate and essential instruction in cooperative marketing and consumers cooperation"; and that knowledge of cooperation shall be required for a certificate to teach economics, social studies or agriculture.

[Editor's Note: Your association has long recognized the need for such instruction and last year, Dr. K. G. Landsburg, one of Inter-State's field representatives, spent much of his time discussing cooperative marketing with high school classes in vocational agriculture. He is available again for this work and is equipped to give illustrated talks.]

MILK FOR HEALTH

Progress on Bang's Tests

Four out of ten herds which have been tested for Bang's disease show the presence of that disease, according to a United States Department of Agriculture report covering the progress of the herd test for Bang's disease. More than 212,400 herds were tested and one or more reactors were found in 81,875 of those herds.

Total number of cattle tested exceeded 5,000,000 and of this number 381,000 were found to be infected. This is approximately one out of every eight.

The tests were being made in 46 states during the year ending June 30, 1935, the period covered in this report.

Wisconsin with 34,843 herds leads in the extent of testing for this disease with Minnesota, Ohio and Oregon following in order. The test was applied to 6750 Pennsylvania herds, 1315 Maryland herds, 477 Delaware herds and 253 New Jersey herds.

Sunday School Teacher (giving moral lesson to class): "And what qualities would you ask God to give you as you grow up? Truth, honesty, and what else?"
Wise Child: "Sales resistance."

Inter-State Milk Producers' Ass'n

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Executive Secretary
F. M. Twining, Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
A. H. Lauterbach, General Manager

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H. D. Allebach, Trappe, Montgomery Co., Pa.
S. K. Andrews, Harlick, Dorchester Co., Md.
John H. Benneth, Sheridan, R. 1, Lebanon Co., Pa.
Fred W. Bleiler, New Tripoli, R. 1, Lehigh Co., Pa.
Ira J. Book, Strasburg, R. 1, Lancaster Co., Pa.
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B. H. Welty, Waynesboro, Franklin Co., Pa.
F. P. Willits, Ward, Delaware Co., Pa.

Executive Committee

A. R. Marvel, Chairman
E. H. Donovan
J. W. Keith
Wm. G. Mendenhall
Frederick Shangle
B. H. Welty
F. P. Willits

Twelve Candidates For Directorships

The names of all candidates for the office of Director of the Inter-State Milk Producers' Association, as signified through the filing of a nominating petition as provided in Section 13, paragraph (f) of the by-laws are published herewith in the INTER-STATE MILK PRODUCERS' REVIEW.

A total of twelve candidates filed petitions within the time limit specified, that is, by October 1. Of these candidates there are two from each of three districts, the Second, Fifth and Fourteenth. The remaining districts in which the present director's term expires are represented by only one candidate each.

The complete list of candidates follows:

- District 1—H. D. Allebach, Trappe, Montgomery county, Pa.
 District 2—S. K. Andrews, Hurlock, Dorchester county, Maryland
 R. Newell Stagg, Jr., Snow Hill, Worcester county, Maryland
 District 5—Ira J. Book, Strasburg, Lancaster county, Pennsylvania
 Horace K. Martin, Goodville, Lancaster county, Pennsylvania
 District 6—J. D. Reynolds, Middletown, New Castle county, Delaware
 District 7—E. H. Donovan, Smyrna, Kent county, Delaware
 District 14—Philip Price, West Chester, Chester county, Pennsylvania
 Howard W. Wickersham, Kelton, Chester county, Pennsylvania
 District 15—Albert Sarig, Bowers, Berks county, Pennsylvania
 District 25—B. H. Welty, Waynesboro, Franklin county, Pennsylvania
 District 26—F. P. Willits, Ward, Delaware county, Pennsylvania

Ballots are now being prepared and will be mailed to all members (stockholders) of record in each of the three districts in which there is a contest for the position of director. These ballots are being sent by first class mail and are to be returned to the nominations committee in the special envelope sent with the ballot. This envelope requires no stamp. It will be opened by the nominations committee when that committee meets in the association offices during the last week of October. These ballots should be properly marked and returned promptly. Be sure, first, that you mark the name of the candidate whom you prefer to represent you as a director, and second, that you sign the ballot.

The names of these candidates will appear on the official election ballot at the Inter-State Annual Meeting on November 20th, arranged according to the number of votes received in this mail ballot. This will serve as a guide to all members and delegates so they may know the choice of the members living within each district.

A postal card carrying the name of the nominee from that district will be sent all members in each district from which only one nominating petition has been received.

Give this ballot your immediate attention. It must be in the hands of the nominations committee not later than October 31.

Method of Call For Local Meetings

All meetings of local units at which delegates to the annual stockholders' meetings of the Inter-State Milk Producers' Association are selected shall be called in the following manner:—

1. The President or Secretary of the local, or the director or field man representing each local, shall notify the Secretary of Inter-State Milk Producers' Association of the date, hour, place, chairman, and principal business of the meeting, including the election of a delegate or delegates and an alternate delegate to the annual meeting of the Association.

2. The Secretary of the Inter-State Milk Producers' Association shall then send notices by mail at least three days before the date set for such meeting to all members of the Inter-State Milk Producers' Association who are listed on his records as members of that Local Unit, including in the notice all information supplied to him as requested in the preceding paragraph.

3. The Secretary, or other officer of the Local Unit shall send by mail to the Secretary of the Inter-State Milk Producers' Association within three days after the date of the meeting of the Local Unit the names and post office addresses of the delegates and alternate delegate selected to attend the annual meeting of the Association and the names and post office addresses of the officers of the Local Unit who are to serve for the ensuing year.

The Treasurer of this Association shall refuse approval of the payment of any expenses of any delegate unless he has been selected at a local meeting called in the manner specified herein. (Approved by Board of Directors, September 8, 1934)

Clipping Cows Helps Hold Low Count

In a few weeks cows will be stabled over night and as the weather gets colder it will be necessary to keep them stabled during many daylight hours also. When this season approaches there is always the old problem of keeping the milking cows clean. Special precautions will keep bacteria counts down and insure satisfactory sediment tests.

The simple source of this difficulty is the dirt that drops off the cow's body. Even the most painstaking straining will eliminate only part of the dirt because some of it dissolves so quickly. That's why the bacteria count sometimes jumps up so unexpectedly in the cooler months. Keeping cows well bedded with straw is a big help because most of



Cows with udders and flanks clipped are easily kept clean

the dirt is picked up when they lie down. Well bedded cows are more dry and comfortable too.

One way of meeting this situation which is increasingly popular among dairymen is clipping the udders and flanks of the cows. The time has come when good dairy practice requires it. Some states, including Pennsylvania, have listed it among their standard dairy requirements.

Clipping the flanks, udders and underlines of milking cows removes clinging places for dirt and filth. Thus it greatly reduces the amount of dirt that falls into the milk. With the long hair removed, the cow is easily cleaned by simply wiping with a damp cloth.

Many dairymen have noticed that clipped cows come through the winter with a healthier growth of hair, and they do not become itchy. A comfortable, healthy cow is the better producer every time.

● He that thinks himself the wisest is often the biggest fool.

The Members' Voice

By E. C. Dunning,
Inter-State Field Representative

IT HAS BEEN aptly said that the "capital stock of a cooperative is the morale of its membership." The members are the foundation stones on which the Local units are constructed and the Local units, in turn, form the framework on which the cooperative organization is built. To attain success, every cooperative must create confidence. The Local unit is the means through which this confidence and high morale is gained and maintained.

The Local meeting is a vital part of every cooperative. It is the mouth-piece through which both the parent organization and the membership speak, the telephone system through which they keep in touch with each other. To the local meeting the members bring their problems. Through the local meeting the organization keeps its members informed. Through it confidence and loyalty are built up.

The success of this meeting depends first on the strength of the Local unit, with its officers and committees also important factors in that success. Yet, without the support of the membership, the meeting may be a total failure, regardless of the fact that it may have been well planned and well conducted. To insure success of their own enterprise, members must turn out and take an active part.

A Balanced Program

A good local meeting must be well balanced and conducted in an orderly, business-like manner, so as to hold the interest of the audience at all times. It must not be too long, for farm folks get up early in the morning. The business part of the program, including the speakers and the discussion, should occupy the early part of the evening. This is the time when the audience is most alert and receptive to the information to be given them. It is best to plan the program so the heavy part is completed by about 9:30.

In planning a meeting program it must be borne in mind that several groups will make up the audience, and the interest of all must be held. The program should be broad enough to interest the old, well-informed member as well as the new member, carry something of interest to the women of the cooperative, and include some feature to attract the young people. The young people of today will be our farmers and cooperators of tomorrow, and therefore should be included in our present plans.

Most of us enjoy a little music, and I believe this is especially true of farm folks. It would not be amiss to open the meeting with a musical number and possibly follow the business part of the program with a selection or two to allow a few moments relaxation before the speakers

are called on. As there is plenty of talent among our members and their families it should not be difficult to get a good quartet or a stringed orchestra.

The business of the meeting should be taken up first. The roll call, reading of the minutes, reports of committees, old and new business and election of officers and delegates, are all entirely routine, but a very necessary part of the meeting. These features provide a test of a good presiding officer. He should be able to execute this part of the program in such a manner as to hold the interest of all present. He should know the order of business for the evening, keeping at hand a parliamentary guide; he should be fair and tolerant and allow time for discussion; and he should keep the meeting well in hand by maintaining order and limiting discussion when it strays from the subject, shows signs of becoming tiresome or of developing into a harangue. Running the elections off smoothly and quickly helps everyone keep alert. The members can help in this by making their nominations promptly. In some cases a nominating committee may be desirable so as to speed up the elections.

Select Capable Speakers

A capable speaker, or speakers, will provide the audience with a worthwhile message and this, of course, should be presented in a forceful, convincing manner. The speaker's time should be so arranged as to allow sufficient time for discussion and still finish up this part of the program by about 9:30. These meetings are the members own meetings. The active and aggressive member will enter freely into the discussion and no one should hesitate to ask questions.

Some entertainment brightens up the meeting, prevents dullness, and encourages greater attendance. The business and speaking program is likely to be more or less of a tech-

nical nature. A well conducted meeting should be over by about 9:30 p.m., early enough to provide 30 to 40 minutes entertainment which most of the members would enjoy. It is often possible to secure the cooperation of the local schools, 4-H clubs, Grange, Farm Bureau, Parent-Teacher associations, or other community groups in putting on this part of the program.

Greater interest can be stimulated by using the talents of sons and daughters of members, and even members themselves. Balancing the program with this entertainment feature gives a splendid opportunity to portray the story of cooperative marketing through the means of cooperative plays, motion pictures, lantern slides, readings and various other forms of educational entertainment.

Laying the Foundation

A place of meeting that is satisfactory from the standpoint of accessibility and comfort is highly desirable. The hall should be centrally located with adequate parking facilities close by. A well-heated and well-lighted place provided with good ventilation is highly desirable and if equipped with a stage and a piano is so much the better.

The appointment of a program committee will be a great help to the local officers in planning meetings. The President, in appointing this committee, should see that it is headed by a wide-awake chairman and that the committee is given sufficient time to arrange an interesting and attractive program. They should use as much local talent as possible, and in every way make it a members' meeting.

Giving the meeting proper publicity is of primary importance. Attractive, well-gotten-up invitations should be sent to all members of the Local unit. In addition to this, a personal contact system can be worked out by which key members in each section personally contact, by telephone or otherwise, all other members in their vicinity and urge them to attend the meeting and bring their families and neighbors. Cooperation of local newspapers is encouraged and most local papers will be glad to report good meetings. A member or someone from a member's family should be appointed to report proceedings of the meeting to both local papers and the MILK PRODUCERS' REVIEW. Carry names of speakers, entertainers, new officers and the more important features of the program in the reports sent to newspapers. Be clear, but as brief as facts will permit, in order to win the editor's approval.

The Cooperative Community

Elizabeth M^cG. Graham, Editor

A Message to Women Adolescent Health Standards

From the Chairman of the
"Inter-State" Women's Committee

"I bring smiles to the faces of wives and children; wherever I go you will find happier homes, better schools, good roads, fewer mortgages and more cash.

"I am the great developer of rural communities; farmers, merchants and bankers praise me wherever I am known. Though selfish men may fight me and spread false rumors about me, I keep marching on from victory to victory because I am founded on right and justice and because I apply common sense to the business of farming. Enemies cannot hurt me, for I have behind me the combined will and loyalty of countless thousands of real American farmers.

"I am Cooperative Marketing."

As you read this, the annual meetings of the Locals will be in full swing. There are many reasons why our women of the Cooperatives should make every effort to get out to these meetings. We urge you to do so!

Women have for centuries been the sponsors of cooperative endeavor. Our churches, our schools, our homes are all outstanding memorials to the idealism and persistence of the women and mothers who spared no effort to lend a hand. With her menfolk she has braved the hardships and terrors of the unknown; leading her child, she has pioneered into the wilderness; and there—because she must vision a finer future for her child, she has planned and worked and cooperated with a few other women to build a church—a school—to procure a preacher—or a teacher. The mother instinct is intuitive—she senses a danger, a menace to her child in the individualism of a life alone. She understands a natural law that provides cooperative protection. The lone wolf wanders far, but eventually seeks "the pack."

Our Cooperative movement grows these days by leaps and bounds. Folks are learning rapidly "that with understanding, prejudices disappear." If there ever was a time when the world needed more understanding—if our children are to have a home and a land where peace and security dwells—we must be up and doing. The chairs by the fireside are comfortable, no doubt—but we have work to do—our children's future is at stake!

Together we must work and think and plan—not only in our churches and our schools, but in our business and in our government. Our men need us in their work—in their meetings—and in their legislative halls. They have learned and we have learned that the divine plan which created us partners in the home is only a part of a whole plan by which the mother's understanding and love shall be coupled with the father's wisdom.

In urging you to go with your husband, and to take your family to your cooperative meeting, we are guided by thinking men and women the world over. Cooperation is the KEY to

(Continued on opposite page)

HANNAH McK. LYONS, M. D.



Under the above title Dr. Caroline Hedger, Chicago, so favorably known to many Inter-State members writes of how to measure the health conditions and suggests the need of standards, giving much needed information for the parent and high school student. I would quote largely for you because just now, with medical inspection departments in schools everywhere examining children, parents are asking "How will I know whether I have done all possible?"

It is impossible with each of us having our own individualism to set any but very general standards, but it should be possible to give standards that a parent comparing the child with a picture can say "so far so good"; or can see points indicating that at once a re-adjustment of the program must be made.

1—By the time the child has reached the adolescent age, it is expected that "at an earlier age all correctable defects would have been attended to. The child should be free as far as possible from focal infection in the tonsils, sinuses, etc. Teeth should be sound and alive, x-rayed for infection or impaction of developing wisdom teeth."

2—The nasal passages should be open to make possible regular nasal breathing with lips closed.

3—Routine and thorough medical examination including blood count and urine analysis should establish the fact of organic soundness.

4—Health habits should have been set up and continued from early years.

5—Nutrition in the pre-adolescent period should have been so good as to provide the material necessary for rapid growth which is characteristic of the early teen years. To get this growth in perfection demands care in nutrition from the beginning; for example, to avoid the dwarfing effect of rickets there must be supplied a diet sufficiently rich in vitamins to obtain normal glandular balance on which growth depends, and adequate minerals for perfect bone growth and tooth development. This demands a knowledge of diets including minerals, vitamins, and the knowledge

(Continued on opposite page)

**Remember the Date—
Inter-State Annual
Meeting
November 20th and 21st
Broadwood Hotel,
Philadelphia**

Glimpse In Autumn

Ladies at a ball

Are not so fine as these
Richly brocaded trees
That decorate the fall.

They stand against a wall

Of crisp October sky,
Their plumed heads held high,
Like ladies at a ball.

JEAN STARR UNTERMEYER

Health Standard (Continued)

that these rapidly growing children in some cases can take care of much larger quantities of food than adults.

On an average the adolescent child grows two or three inches a year, but individual cases may speed up to an inch a month for several months. Any one who has experienced a "growth spurt" of this kind can recall the lack of desire to get up in the morning and other symptoms of fatigue. Not having this experience the parents sometimes call the child lazy and think his stalling in high school is deliberate lack of interest on his part, not realizing in the least that the rapid growth has used up the energy needed for this period.

Adequate nutrition giving a well boy or girl such as is our ideal, depends on balance in the whole life of the child.

- (1) adequate sleep
- (2) adequate play much of it out of doors
- (3) adequate and satisfying social contacts
- (4) educational interests

Perhaps the most difficult problem for the adolescent is arrangement for adequate sleep. The radio, the movie, automobile, all call the child away from sleep he needs. Then the cultural extras such as music, dancing make demands on time, and unless guarded carefully will not only rob the child of free play in the open-air but make inroads into the sleep program.

The play life not only involves nutrition, but the social well-being of the child. A child that can dance, can swim, or play one game well need not be a solitary; but in acquiring these skills the program must be arranged to admit a good appearance, e.g. rounding of the body. A thin girl may swim ten minutes; increasing time if she gains. If she cannot gain, this activity (or any other) should be changed temporarily to something making less demand on nutrition, or other parts of the program should be made less strenuous, for nutrition counts, and is an important part of the fundamentals of growth and development.

If we once got the point of view of building children we would soon set up health standards. We have educational standards. He must "graduate with his class." Much good will it do him unless he has a body that will utilize his book-learning.

"Much more important than the date of their graduation is the sending forth of an individual that will, barring accidents, last and be running effectively forty or fifty years after high school. Every parent desires the good life for his children and the fulfilling of human relationships in state and family and the development of the soul of the individual. I define soul as that part of man that apprehends beauty; that is curious about the Eternal, and that can build ancient wisdom into his own life. To get the good life in the fullest there must be health."

Women! Annual Meeting Plans!

On Wednesday and Thursday
...November 20th and 21st...

Plans are well under way for the Annual Meeting. Of interest especially to women will be the Women's Session on Wednesday morning, election of "Inter-State" directors, the President's address in the afternoon, a Social Hour, the Banquet, an Educational Session on Thursday morning, and last but not least an Inter-State Family Luncheon just before everyone scatters for home. Many husbands and wives will attend the Annual Meeting together this year. Furthermore, if you have young children who cannot be left at home, bring them with you, and they may be left in a Nursery under the care of a practical nurse in the hotel.

A Message (Continued from opposite page)

economic and social stability. It is the KEY to World Peace. It is the Key that shall bring to your girl and your boy a happy home and an abiding security.

It is our aim—our hope, as leaders in your organization, to work with you, to understand you and to bring to you not only economic help, in the way of better homes and better farms—we would also bring to you better comradeship with your children—happier homes—and a very definite place in the community in which you dwell.

Knowing that the rural town is the HUB around which our farm homes center, we cannot feel that our work is complete until these community centers are tied up with those farms from which they get much of their support. The community merchants, bankers, and professional men, are, and should be, much interested in your welfare and your stability. You, in turn, are dependent on their cooperation. It becomes, then, a problem of more complete understanding, not only of the Inter-State and its farm homes, but of the INTER-STATE—THE FARM FAMILY—and THE COOPERATIVE COMMUNITY.

Watch for the date of your LOCAL MEETING!

"We are not here to dream, to drift.
We have hard work to do, and loads to lift.
Shun not the struggle, face it.
'Tis God's gift."

ARLETA D. DUNNING

OFFICIAL NOTICE

19th Annual Stockholders' Meeting

INTER-STATE MILK PRODUCERS' ASSOCIATION

Broadwood Hotel, Philadelphia, Pa.

November 20-21, 1935

In accordance with the by-laws, the stockholders of the Inter-State Milk Producers' Association will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, on Wednesday, November 20, 1935, at 10:00 A. M. for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and for the transaction of such business as may be necessary.

B. H. WELTY, President. I. RALPH ZOLLERS, Secretary.

Directorships to be filled

The terms of the following named directors will expire at the time of the forthcoming annual meeting. The Districts and Locals which each represents are given herewith for the information of all members.

H. D. ALLEBACH, District 1
Center Point,
Limerick,
Palm,
Pottstown,
Red Hill,
Trappe,
Zieglerville,
Boyetown,

Montgomery Co., Pa.
Montgomery Co., Pa.
Montgomery Co., Pa.
Montgomery Co., Pa.
Montgomery Co., Pa.
Montgomery Co., Pa.
Montgomery Co., Pa.

S. K. ANDREWS, District 2
Cambridge Church Creek,
Hurlock-Federalburg,
Princess Anne,
Snow Hill,

Dorchester Co., Md.
Dorchester Co., Md.
Somerset Co., Md.
Worcester Co., Md.

Ira J. BOOK, District 5
Christiana,
East Earl,
New Holland,
Lampeter-West Willow,
Leola,
Lititz-Neffville,
Mount Joy,
Paradise,
Stevens,
Strauberg,
Witmer,

Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.
Lancaster Co., Pa.

H. W. COOK, District 6
Kirkwood,
Middletown,
Newark-Appleton,
Talleyville,
Townsend,

New Castle Co., Del.
New Castle Co., Del.
New Castle Co., Del.
New Castle Co., Del.
New Castle Co., Del.

E. H. DONOVAN, District 7
East Dover,
Felton,
Harrington,
Kenton,
Smyrna-Clayton,
Dagsboro,

Kent Co., Del.
Kent Co., Del.
Kent Co., Del.
Kent Co., Del.
Sussex Co., Del.

Delmar,
Nassau,
Seaford,

Sussex Co., Del.
Sussex Co., Del.
Sussex Co., Del.

PHILIP PRICE, District 14
Avon-Grave,
Coatesville-Pomeroy,
Doe Run,
Kennett Square-Unionville,
West Chester,

Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.

ALBERT SARIG, District 15

Barto,
Bethel,
Fleetwood,
Klinesville,
Lyons Station,
Oley,
Shartlesville,
Shoenakeraville,
Topton,
Virginville,
Lakeside,

Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Berks Co., Pa.
Schuylkill Co., Pa.

B. H. WELTY, District 25

Beaver Creek,
Clear Spring,
Hagerstown,
Keedysville,
Lappan-Fair Play,
Middletown,
Chambersburg,
Mercesburg,
Path Valley,
Waynesboro,
Martinsburg,
Moorefield,

Washington Co., Md.
Washington Co., Md.
Washington Co., Md.
Washington Co., Md.
Washington Co., Md.
Franklin Co., Pa.
Franklin Co., Pa.
Franklin Co., Pa.
Franklin Co., Pa.
Berkeley Co., W. Va.
Hardy Co., W. Va.

F. P. WILLITS, District 26

Chadds Ford,
Concordville,
Media,
Village Green,

Delaware Co., Pa.
Delaware Co., Pa.
Delaware Co., Pa.
Delaware Co., Pa.

PROXY FOR STOCKHOLDERS

INTER-STATE MILK PRODUCERS' ASSOCIATION

INCORPORATED 1917
IN THE STATE OF DELAWARE

PROXY—ANNUAL STOCKHOLDERS' MEETING, 1935

Know All Men by These Presents

That I, the undersigned, being the owner of _____ shares of the capital stock of the corporation above named, do hereby

constitute and appoint _____ (Write in Name of Delegate and Alternate) my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Wednesday, the Twentieth day of November, 1935, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead, hereby expressly revoking any and all proxies and Powers of Attorney of like tenor given by me.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this _____ day of _____, 1935

Witnessed _____ PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

Dairy Co-ops Meet in Indiana

REPRESENTATIVES of 54 dairy cooperatives with a total membership of 360,000 farm families are meeting at Indianapolis on October 10, 11, and 12 to consider problems confronting the dairy industry today. This event will be the annual convention of the National Cooperative Milk Producers' Federation, which is the largest farm commodity organization in the United States.

Special attention will be given the coordination of activities among dairy cooperatives, to the marketing of butter and other manufactured dairy products, to problems confronting fluid milk markets and to membership relations in dairy cooperatives.

Speakers of outstanding ability, broad experience and national reputation are found on the program. They represent all parts of the country and all branches of the dairy industry in which cooperatives are active. Among them will be cooperative leaders, educational authorities and governmental experts.

How cooperatives can give more and better service to their members and the experiences of cooperatives now rendering various types of services is scheduled on the program. The market outlook, the status of governmental control, competition among cooperatives and the handling of surpluses are just a few of the numerous subjects which are crowded into the three-day program.

Your own association is an active member of the Federation, drawing upon it, on occasion, for help and lending experience and help to it when the opportunity so requires.

Two members of the Inter-State board of directors are also directors of the Federation. They are F. P. Willits and H. D. Allebach. Both these men will represent your association at the Federation meeting, together with General Manager A. H. Lauterbach and one other director. Philip Price was selected by the board as the other representative.

Mr. Lauterbach will appear on the second day's program to discuss "The Place, Function, Advantages, and Disadvantages of Cooperatives in Relation to Federal and State Controls." He was selected for this part on the program because of his wide experience both as Chief of the Dairy Section of the A. A. A. in which capacity he had first hand information of Federal control plus many and varied contacts with State control bodies and dairy cooperatives, and also as manager of Inter-State he is in a position to see the activities of these control groups as a cooperative leader.

The work of the Federation is so fundamental and so important to the welfare of the entire dairy industry that the meetings at Indianapolis will be covered briefly in later issues of the REVIEW.

"Can you serve company?" asked the housewife when she was hiring the servant.

"Yes, mum; both ways."

"What do you mean?" asked the puzzled one.

"So's they'll come again, or stay away."

—Wall Street Journal.

Men are disturbed, not by the things that happen, but by the opinions of others about the things that happen.

When writing to these Advertisers, tell them you saw their advertisement in the Inter-State Milk Producers Review.

CLIP COWS this easy, better way

STEWART
ELECTRIC
Clipmaster

Clipped cows give cleaner milk, better milk with lower bacteria count. Quickly cleaned by simply wiping with damp cloth. Good dairy practice requires cow clipping. Some states demand it. Clipmaster is the fastest, coolest, easiest-to-use clipper ever made. Smaller EASY-GRIP handles only 2 inches thick contains powerful motor. Perfect balance. Air-cooled. Ball-bearing. Only \$16.95 for 110 volts AC or DC. Other voltages \$2.00 additional. Slightly higher West of Denver. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power Clipping and Shearing machines. Made and guaranteed by Chicago Flexible Shaft Co., 5649 Roosevelt Road, Chicago, Ill. 45 Years Making Quality Products.



"I PUT MY DAIRY ON A PAYING BASIS WITH CONCRETE"

"LAST year I raised my old dairy barn and put in a concrete foundation, floor, first story, walls and manger. Fixed up the milk house, too, with clean concrete walls and floor and a concrete cooling tank. Now I have a grade A dairy that's absolutely sanitary. It's easy to work in, the cows give more milk—and I make a lot more money."

That's just one example of how concrete improvements pay. We could quote dozens. For instance,

state experiment stations have proved that a concrete silo is worth \$340 a year on the average farm. Concrete feeding floors and poultry houses; walks, troughs and foundations are other profit making improvements.

You can do the work with concrete, at low cost... and with certainty that what you build will last a lifetime. Check this list and mail to us with coupon. We will send you FREE a 72-page book that will be of much use to you for years.

PORTLAND CEMENT ASSOCIATION

Dairy Barn... Floors...
General Purpose Barn...
Foundations... Storage
Cellars... Hog House...
Grain Bins... Milk House
Walls... Poultry House

Dept. 1307, 1528 Walnut St., Philadelphia, Pa.
Please send: "Plans for Concrete Farm Buildings."
Name.....
P. O.....
R. R. No..... State.....

Milk Market Uneasy

THE Philadelphia Market is well supplied with milk at the present time. Distributors are reluctant about taking on new dairies except in cases where the milk is actually needed and this occurs very infrequently. Cream supplies are more than sufficient and the demand is weak.

Production is holding up unusually well, due in part perhaps to a slight reduction of fall freshening cows and therefore fewer dry cows the last few weeks. Production per cow in New Jersey, Pennsylvania and Maryland is well above average and above last year as announced in the last Government report. Delaware production per cow is reported as slightly lower. Combined with this higher production per cow we have as many cows per farm in most parts of the milk shed and more cows in certain parts.

Receipts of cream at the Philadelphia market showed a sharp drop during September, much of the cream, for which demand was weak, being diverted to butter near its source. Shipments from states beyond the milk shed showed the greatest drop although the receipts of cream from states sharing the milk shed also showed a decrease.

Butter Up Slightly

The manufactured dairy products situation is showing moderate improvement, due, according to some authorities, to support given by the Government in its purchases for relief distribution. These purchases consist mainly of butter, cheese, and evaporated milk with some dried skim milk. The price of 92 score butter has shown a fairly steady course during September, increasing from 26 to 26½ cents with a low of 25¼ cents. The month's average was 26.15 cents, a slight increase over August and over September, 1934. Cheese prices also improved about ½ cent a pound during the month. The price of dairy products is distinctly more favorable as compared to feed prices than it was a year ago. Compared with livestock prices, which have advanced sharply during the past year, dairy prices are at some disadvantage.

Production of butter and cheese has held up better than expected a few weeks ago, after August showed an unexpected drop. Pastures still furnish an unusually large percentage of the feed supply in the butter and cheese sections. Concentrated feeds are still a little high as compared to returns from milk for manufactured products, thus discouraging the feeding of grain. The quality of

the corn crop and its yield are still somewhat uncertain and may be disappointing in some areas of the Midwest. This condition is due to late planting and possibilities of not reaching full maturity.

Supplies of evaporated milk continue to climb which constitutes a real threat in fluid milk markets next winter if serious efforts are made to dispose of the overloaded stocks. Amounts on hand on September 1 were reported as 358,779,000 pounds, an all-time record. Although production was 6.5 percent less in August than a year ago, movement into trade channels was also less. Buyers are hoping for lower prices and therefore carry small supplies while manufacturers are not sacrificing on the belief prices will improve.

Heavy Storage Supplies

There was some increase in storage supplies of butter until near the end of August when withdrawals began to exceed into-storage movement. As a result the storage supply of butter on September 1 was 156,791,000 pounds, fully 30 percent more than in 1934.

Exports of butter and cheese have been almost insignificant the last few months and imports of butter have dwindled to almost nothing as compared to a few months ago. Cheese imports show only a slight change, about a 4 percent increase, from last year and this is a fairly regular trade in special types of cheese not produced here.

On September 26 the price of New Zealand butter at London was within one cent of 92 score butter at New York while a month ago the difference was nearly five cents. With a 14 cent tariff imports are highly improbable but should butter prices show further increase at London exports may be possible.

Price schedules on other fluid markets show few changes. Chicago prices to producers dropped 45 cents per hundred pounds and at Evansville, Indiana, producer prices dropped 16 cents. Advances are reported at Knoxville of 27 cents per hundred; at Dayton, 52 cents; at Tulsa, 31 cents; and at Phoenix, 17 cents. Changes in retail prices accompanied most of these adjustments in producer prices.

Prices for 3.5 percent milk for September, as set by Pennsylvania Milk Control Board, are:

Philadelphia, f. o. b. loading platform or receiving station—
Class II & IIB \$1.22
Class III .92

MILK PRODUCERS REVIEW

Pennsylvania secondary market, f. o. b. dealers' plant—
Class II \$1.37
Class IIB 1.22
Class III .92

Butterfat differential on Class II and IIB is 4 cents a point. Price of Class III milk of any test is equal to test multiplied by 26.15 cents.

Wisconsin Production

The Wisconsin Crop and Livestock Reporter reveals that milk production in Wisconsin is continuing well above the 1934 level. Production per herd was 5.2 percent greater on September 1 than a year earlier, while production per cow was 11.3 percent greater. About 5 percent less cows are reported than a year ago, but more calves are being raised.

Prices received by Wisconsin dairymen averaged \$1.19 per hundred pounds in August, a 3 cent increase over July and a 10 cent increase over August, 1934. Milk used for making cheese averaged \$1.14 per hundred pounds, for butter \$1.10, for evaporated milk \$1.17 and for fluid milk \$1.51. The ratio of milk prices to feed prices was slightly less favorable, as it required 112 pounds of milk to buy 100 pounds of dairy ration in August as compared to only 98 pounds of milk needed in July. This figure for August, 1934, was 138.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk for September. Weighted Average price for July (J) or August (A). All prices f. o. b. city except Chicago price applies to 61-70 mile zone.

Market	Class I Price	B-fat Differential	Retail Price	Average Weighted Price
Philadelphia	\$2.60	4	11c	\$2.237 A
Pittsburgh	2.48	4	11	?
Wheeling	2.175	2.5	11	\$1.47 J
Baltimore	2.38	5.8	12	?
Washington	2.73	7	13	?
Detroit	2.05	3	12	1.83 J
Milwaukee	2.05	3	10	1.59 A
Boston	2.97	2.7	12	2.226 J
Providence	3.23	3.5	13	2.290 A
Hartford	2.94	4	13	2.302
Kansas City	2.15	4	11	1.58 A
Columbus	1.94	2.4	10	?
Seattle	1.47	4.3	9-10	?
St. Paul	1.75	4	10	1.47 J
August Prices				
Portland, Ore.	1.84	5.25	10	1.82 A
Des Moines	2.00	?	?	1.55 A
Louisville	2.24	2.4	12	1.82 A
Chicago	2.20	4	11	1.668 J
St. Louis	2.25	3	10-12	1.61 J

Daisy: "What are Tom's intentions? Do you think he'll propose?"
Masie: "I don't know. He's been keeping me in the dark."

October, 1935

Proved by Constant Testing

Larro

DAIRY FEED

LARRO RESEARCH FARM near Detroit, Mich., where Larro Dairy Feed is constantly on trial, to provide daily proof of its ability to pay the dairyman MORE PROFIT OVER FEED COST than any other ration he can feed. All Larro Feeds including Calf Meal, Pig Feed, Turkey Feeds, Broiler Feed, Chick Starter, Growing Mash and Egg Mash are developed and proved at this 160-acre institution.

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The Larro Dairyman
Valuable and interesting information, prepared by specialists in animal nutrition at Larro Research Farm. Get your name on our list to receive this helpful magazine.
THE LARROE MILLING COMPANY
Dept. O.
Detroit, Mich.

Reorganization Finds Favor

SENTIMENT among members of Inter-State appears to be favorable toward reorganization according to opinions expressed by a great majority of those who have had an opportunity to discuss the subject. It must be understood that those opinions are based on the general principle of reorganization and in no way commit anyone to a definite plan.

The committee appointed by the board of directors at its September meeting has not had an opportunity to study this matter to any appreciable extent. Plans are under way to meet with cooperative leaders, economists, and attorneys who are especially well versed in cooperative laws, in the needs of cooperatives, and in the manner of operation of such organizations. Help will be obtained from every available and reliable source before any plan is submitted for approval.

It is felt that the organization will be strengthened in certain highly important ways if the proper type of reorganization can be accomplished. The present type of organization makes some of these results almost impossible to attain.

One of the first needs is to develop a plan which will permit cancelling the membership of any member who is out of the dairy business or who

is so situated that the association cannot render him service. This would keep the membership list active and up-to-date, making a more responsive membership and a stronger and more effective organization.

The present set-up as a corporation prevents cancellation of membership, which is actually stock ownership, except in cases of the member requesting it.

Of great importance, especially from a membership service standpoint, is the need for contracts with members which would permit, if desired, rendering greater and more complete service to members. Specifically, it might be desirable to take over the surplus milk of all members to relieve a tense market situation and such action would be extremely difficult under present arrangements.

Other services such as the hauling of members' milk, direct payment to members, equalizing payments, establishment of a market pool or numerous other services would be difficult to arrange under the present set-up. It would be impossible to accomplish some of them without making a change.

Perhaps one of the greatest needs is some arrangement to permit groups to take membership as a

unit, each member retaining membership in his original group and obtaining the bulk of his services through it but depending upon the larger organization—the reorganized Inter-State—for other services.

Members are urged to keep in mind in considering the possible reorganization of Inter-State that the present organization was chartered in 1917 under corporation laws of the state of Delaware. No satisfactory cooperative laws existed any place in the country at that time. That Delaware law best fitted your association's needs and the continuing strength and stability of your organization under that law furnishes a proof that it filled a need.

However, as the needs of cooperative organizations were more fully appreciated various states passed laws which apply especially to cooperatives as contrasted to corporations—membership associations as contrasted to stock corporations. It is generally believed that an organization chartered under a cooperative law could be made more adaptable to the needs of our milk producers and could be of greater service to them.

The reorganization committee must find the facts on these numerous important and complicated problems. Those facts must be taken to you members through the REVIEW, at Local meetings and otherwise.

Hearings Held On Milk Order

(Continued from page 1)

plan of production control was urged by this group.

The discussion of fair trade practices occupied one night session. It was brought out during this session that one of the fair trade practices contained in the order might be construed to cast a doubt upon the legality of distributors collecting dues for producers' associations.

Yes! We

have solved printing problems for others.

What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

HORACE F. TEMPLE

INCORPORATED
235 East Gay Street
WEST CHESTER, PA.



"My Kids
aren't going to lose
an Education
for want of \$18.00"

"I've worked mighty hard to save up the money to send my kids to school. Believe me, I'm not risking their chances of getting an education by driving without property damage and personal liability insurance. One second of carelessness or bad luck might put me on the wrong end of a suit. If that happens, I can count on the Penna. Threshermen & Farmers to back me up with lawyers and, if necessary, to pay claims up to five or ten thousand

dollars. Yes, sir. My peace of mind is worth \$18.00 any day. And yours is, too. Better send the coupon right away."

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

327 S. 18TH ST., HARRISBURG, PA.

Let me know more about your \$5,000 and \$10,000 automobile liability insurance.

Name.....

Address.....

PLAY SAFE Mail this Coupon Today!

These dealers emphasized in their testimony that their losses were incurred on wholesale and store business. It appeared that those with relatively larger wholesale and store business suffered the greatest losses from operations.

The third week of the hearing opened with the control board calling witnesses in support of order 24. An auditor employed by the board testified that the average cost of operating 22 receiving stations operated by a chocolate manufacturing company was 7.47 cents for each 100 pounds of milk handled. These figures were attacked by dealers counsel as not being comparable to the costs incurred by dealers in handling milk intended for fluid consumption and also because the board's auditors had no personal knowledge of the allocation of costs, and because no administration costs were allowed. It was brought out that only 3 of these 22 stations cooled the milk with mechanical equipment, 19 using running water.

Petition Admitted

A petition presented by a producer from Port Allegheny, carrying over 100 signatures, requested that order 24 be put into effect as written and that it be enforced. This producer stated that he is opposed to the basic-surplus plan. Upon cross examination it was brought out that his production is very irregular, ranging from no shipments some winter months to more than 4,000 pounds other months.

Another witness, a control board employee, testifies that all costs of operating a receiving station except for cooling the milk and loading it should be struck out from the costs of operating those stations. This made in various instances, costs of 2.3 to 3 cents for 100 pounds of milk, all classes, handled at various receiving stations.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of August, 1935:

	NO.
Butterfat Tests.....	3281
Plants Investigated.....	30
Calls on Members.....	387
Quality Improvement Calls.....	37
Herd Samples Tested.....	426
Membership Solicitation Calls.....	98
New Members Signed.....	22
Cows Signed.....	158
Transfers of Membership.....	8
Brom Thymol Tests.....	606
Microscopic Tests.....	1257
Meetings of Locals.....	8
Attendance.....	791
Education meetings.....	5
Attendance.....	3630

Keep Utensils Dry, Sterilizing Guards Quality

A frequent source of trouble with milk, especially in damp weather, is contamination from utensils. These must be thoroughly cleaned, then sterilized and dried. It is a wise precaution to sterilize the utensils again just before using.

A damp utensil is an ideal place for bacteria to grow and multiply. Thorough drying, sometimes difficult in damp weather, will prevent their growth. Sterilizing with live steam, boiling water or a good chlorine sterilizer will destroy the bacteria which may cause contamination.

Small matters such as this can make the difference between an attractive high quality product and an inferior product which discourages consumption.

Fire Losses Reduced

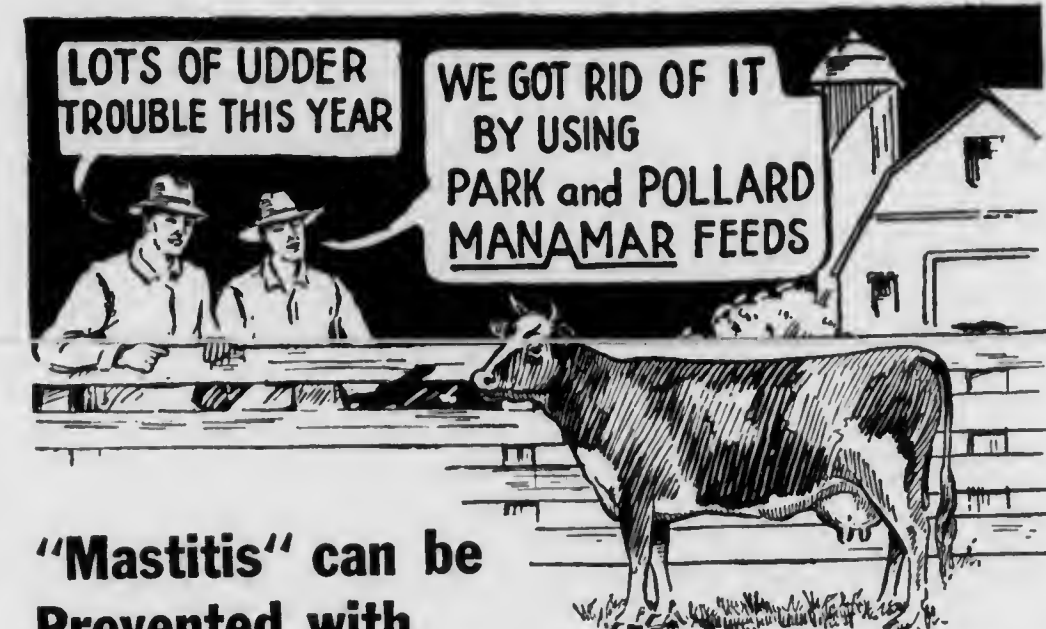
Farm fire losses in the United States can be reduced almost to the vanishing point, although this is not widely realized by farm people, according to a statement made by V. N. Valgren, head of the Insurance Unit of the Farm Credit Administration in reference to the observance of National Fire Prevention Week, October 6-12.

"Although we cannot entirely eliminate the possibility of farm fire losses", Mr. Valgren said, "the public, and especially farm people, have never fully realized that such losses are very largely preventable through systematic measures of fire prevention and regular farm and home inspection."

"By practicing thorough inspection of risks, by making careful appraisals and writing conservative amounts of insurance, some fire insurance companies have kept the fire losses of their farmer members at less than one-fifth of the average losses for all farm insurance companies."

SEPTEMBER BUTTER PRICES

Date	92-Scor	Solid Pack	Chicago
3	27	26	25 1/4
4	27	26	25 1/2
5	27 1/4	26 1/4	25 1/4
6	27 1/4	26 1/4	25 1/4
7	27 1/4	26 1/4	25 1/2
8	27 1/2	26 1/2	25 1/4
9	27 1/2	26 1/2	25 1/4
10	27 1/2	26 1/2	25 1/4
11	27 1/2	26 1/2	25 1/4
12	27 1/2	26 1/2	25 1/2
13	27 1/4	26 1/4	25 1/4
14	26 1/2	25 1/2	25
15	26 1/4	25 1/4	25
16	26 1/4	25 1/4	25
17	26 1/2	25 1/2	25 1/4
18	26 1/2	25 1/4	25 1/4
19	26 1/4	25 1/4	25 1/2
20	27	26	25 1/2
21	27	26	25
22	27	26	25
23	27	26 1/4	25
24	27 1/4	26 1/4	25 1/4
25	27 1/2	26 1/2	25 1/4
26	27 1/2	26 1/2	25 1/2
27	27 1/2	26 1/2	25 1/2
28	27 1/2	26 1/2	25 1/2
29	27 1/2	26 1/2	25 1/2
30	27 1/2	26 1/2	25 1/2
Average	27.11	26.15	25.39
Aug. '35	25.99	24.99	24.38
Sept. '34	26.78	25.78	24.83



"Mastitis" can be Prevented with Park & Pollard **MANAMAR** Feeds

Udder troubles, generally grouped under the term "Mastitis" can be overcome. The natural organic minerals in Park & Pollard ManAmar Feeds will do it.

Here's Evidence

At Niantic, Connecticut, a prominent dairy farm had mastitis trouble with a few old cows. The herdsman decided to try ManAmar 20% Ration. At present he is feeding 14 lbs. per day and has no trouble. Before feeding ManAmar the least increase in feed brought on trouble.

ManAmar in the ration supplies all of the essential mineral elements in body-soluble, easily assimilated form.

Ask your dealer for Park & Pollard ManAmar Feeds. He has the complete Park & Pollard line. Get your free copy of the book, "The New Way to Feed Minerals" from him, or write

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Enclose 50¢ with each set of blades and mail. Workmanship guaranteed. Clipping machines repaired. Headquarters for Stewart and Andis Electric Clippers. Plates & Parts. Literature mailed.

GEO. F. CREUTZBURG & SON
119 N. Sixth Street, Philadelphia, Pa.

Curious Old Lady: "Why you've lost your leg, haven't you?"
Cripple: "Well, I'll be darned if I haven't!"

You will become that which you persistently think you are.

Plans Under Way For Annual Meeting

PLANS for the 1935 Inter-State annual meeting are being developed and will be announced in full in the November issue of the REVIEW. The meeting this year will be held on Wednesday and Thursday, November 20 and 21, which is a slight change from the Tuesday and Wednesday meeting days usually scheduled.

Speakers have not been selected as yet. Efforts are under way to obtain a speaker of national reputation and well-known in cooperative circles. The entire program will be built around the immediate problems of dairy marketing associations and especially the problems confronting milk producers in this market.

The first day's meeting will open with the business session including reports of officers, election of directors and action upon resolutions which may be advanced by Locals or members. Copies of the resolutions will be distributed to members for their study before voting.

The afternoon program will provide for final action upon resolutions and will include ample time for discussion of Association problems and problems confronting the milk shed as a whole.

The banquet is scheduled on Wednesday evening in the ballroom of the Broadwood Hotel. A short speaking program is planned together with entertainment and amusement. An opportunity for Inter-State members and their friends to become better acquainted will be provided following the banquet.

A special Women's program will be held during the forenoon of the first day of the meeting. The women will join the general program for other sessions.

The Thursday morning program is to be of an educational nature with talks and discussions of problems confronting milk producers in the Philadelphia area. Speakers for this program will be announced in the November REVIEW. Additional features scheduled are tours of milk and ice cream plants in the city. Efforts are being made to include historical tours as alternate entertainment on Thursday morning for those who may have visited dairy plants at previous meetings. All tours are planned for early Thursday forenoon before the scheduled program starts. A display showing services rendered by the Inter-State and available to all active members is being developed. This will be at a place in the hotel which is easily accessible to all guests.

Order Your Dried Beet Pulp Now!

New Crop Low Prices

HEAR YE!

Ask Your Feed Dealer

Ventilation Bulletin

Important principles to follow in planning ventilation systems for dairy barns are described in a new illustrated circular prepared by John R. Haswell, agricultural engineer at Pennsylvania State College. The size, location and construction of flues are described and sketches illustrate details.

Members of Inter-State who re-

side in Pennsylvania can obtain their individual copies at their county agricultural agents office or by writing direct to Professor Haswell at State College.

"Any news from the boy at the training camp?"

"Yes. He writes us that he's the fastest potato peeler in his company."

INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION

Vol. XVI

West Chester, Pa., and Philadelphia, Pa., Nov...

Annual Meeting, N

Market Situation, Reorganization Are Main Subjects—Women's Program

ARE YOU coming on November 20-21? The nineteenth annual meeting of the Inter-State Milk Producers' Association, which will be held at the Broadwood Hotel, Philadelphia, on those dates, promises to be the best ever held and it will be crammed with subjects in which every producer in this milk shed should be interested. It is the wish and hope of the association officers and directors that every Inter-State member who can possibly arrange to attend will do so.

The sessions on Wednesday morning, November 20, will be given over to reports of officers, election of nine directors and reading of resolutions. It will open with a brief address of welcome by George W. Elliott of the Philadelphia Chamber of Commerce.

A special program for women is planned for the Wednesday morning session.

Complete details will be found on page 9.

The afternoon session will include a brief report of the work and accomplishments of the Philadelphia Inter-State Dairy Council by C. I. Cohee, secretary-manager, followed by the report of our new general manager, A. H. Lauterbach.

F. W. Peck, cooperative bank commissioner of the Farm Credit Administration, is one of the two featured speakers on the Wednesday afternoon program with "The Fundamentals of a Sound Milk Cooperative Association" as his subject. Dr. F. F. Lininger of Pennsylvania State College will discuss "Sound Principles of Cooperative Organization."

Both Dr. Lininger's and Mr. Peck's talks will be of vital importance as they tie up closely with our problems of reorganization. These talks, and discussions by members to follow them will interest every member who is desirous of seeing the Inter-State move forward and hold its present enviable position among dairy cooperatives.

Final action on the resolutions will conclude the Wednesday afternoon program. A special request is being made to submit all resolutions ahead of the

meeting so the resolutions committee can take action on them on Tuesday, November 19. They will then study and pass on them, after which the resolutions will be mimeographed and copies distributed to all delegates and visiting members, thus assuring a chance for intelligent voting. Resolutions received late will be handled only as conditions and time permit. Send resolutions to the Resolutions Committee, Inter-State Milk Producers' Association, 401 N. Broad Street, Philadelphia.



The annual banquet will be held on Wednesday evening at 6:00 o'clock. Music, high class entertainment, a clever toastmaster and one talk are features scheduled for it. A social get-together at which members and their friends can get better acquainted is planned following the banquet.

Plans for the speaking program at the banquet have not been completed at the time of going to press but a capable speaker of established reputation is assured.

Tickets for the banquet can be obtained from the Inter-State field representative in your territory, from your director, or by writing direct to this office, and entitles the holder to all the extras, including the social get-together following. Groups wishing to be seated together must apply for seat reservations as a group.

The Thursday morning program will open with tours of milk and ice cream plants for which special buses have been chartered by your association. A sight seeing tour with a stop at Independence Hall is being arranged also. These tours will leave the hotel at 7:15 and will return at 10:00 with the sessions opening at 10:30.

The speakers at this program include Dr. Roger B. Corbett, senior extension economist of the United States Department of Agriculture, who is in very close contact with dairy cooperatives and their problems. Dr. Corbett's knowledge and experience, plus his practical and sane approach to the problems confronting the dairy industry mark him as an (Please turn to page 10)

Nominating Committee Report

We, the nominating committee appointed according to Section 13, paragraph (k) of the By-Laws of the Inter-State Milk Producers' Association, met in the offices of the Association on October 31, 1935 for the purpose of counting the nominating ballots returned by the members in the districts where vacancies in the Board of Directors are to be filled at the 1935 Annual Meeting of the Inter-State Milk Producers' Association.

We found all ballots in unopened envelopes addressed to the nominating committee. We have, to the best of our ability, carefully arranged the ballots into their respective districts and have credited the entire amount of capital stock in the Inter-State Milk Producers' Association owned by each member submitting a complete ballot to the person designated on that ballot.

After tabulating the votes and checking them with the ballots, we submit the following report:—

DISTRICT 2			DISTRICT 5		
Name	Ballots	Shares	Name	Ballots	Shares
S. K. Andrews	158	78.0	Ira J. Book	93	80.5
R. Newell Stagg	108	56.9	W. K. Martin	83	53.6
Unsigned or unmarked ballots	52		Unsigned or unmarked ballots	31	

DISTRICT 14			DISTRICT 5		
Name	Ballots	Shares	Name	Ballots	Shares
Howard W. Wickersham	173	246.6			
Philip Price	90	177.4			
Unsigned or unmarked ballots	44				

The committee requested that hereafter special emphasis be made of the importance of reading the instructions on these ballots. As shown on this report one hundred and twenty-seven ballots could not be counted because they were incomplete, a few of them being unmarked but more lacking the signature.

These nominations will appear on the ballots for the election of directors at the Inter-State Annual Meeting, being listed by districts in the order of this preferential vote but not listing the nominating vote on the ballot.

Members attending the Annual Meeting, or voting by proxy, will vote for one nominee for director from each of the nine districts.

Signed—NORMAN A. FRANK, Chairman

J. C. HEGE, Secretary
A. H. DEAN
T. DONALD PATTERSON
ALLAN A. MYERS

J. LESHI LORD
GEO. W. SCHULER
VICTOR BRINTON
EARL TULL

The following candidates representing their respective districts were the only nominees from their districts and automatically will be placed upon the official ballots at the annual meeting.

District 1—H. D. ALLEBACH
District 6—J. D. REYNOLDS
District 7—E. H. DONOVAN

District 15—ALBERT SARIG
District 25—B. H. WELTY
District 26—F. P. WILLITS

RESERVATION FOR ROOM AT THE BROADWOOD HOTEL

Send in attached coupon at once

The Inter-State Milk Producers' Association has arranged with the Broadwood Hotel, Broad and Wood Streets, for special facilities for delegates and other members attending the annual meeting.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Association, 401 N. Broad St., Philadelphia, Pa.

The special rate for rooms, with bath, is \$2.00 per day per person.

In order to be located at the Headquarters Hotel, room reservations should be made promptly. Overflow will be accommodated at nearby hotels.

Inter-State Milk Producers' Association,
401 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Broadwood Hotel for Annual Meeting at the rate of \$2.00 per day, per person.

Check day of arrival—Nov. 19th ☐ Nov. 20th ☐

Number in party _____

Number rooms desired _____

Name _____

Address _____

Co-op Marketing Praised

Cooperative marketing is just another way to do business, but it stands alone as the practical means by which farmers may win their economic and spiritual freedom, said H. E. Babcock, manager of the Cooperative Grange League Federation Exchange, to the American Institute of Cooperation in its annual session at Cornell University.

With a cooperative corporation, he pointed out, farmers can do for



F. W. Peck, cooperative bank commissioner of the Farm Credit Administration, Washington, D. C., who will talk to Inter-State members on "The Fundamentals of a Sound Milk Cooperative Association."

themselves in business anything that can be done by an individual, a partnership or any other type of corporation, and they can do it without subsidies.

"Nothing hurts the cooperative movement as much as the cooperative which attempts the impossible, and then doesn't have sense enough to recognize the fact. Such cooperatives account for ninety percent of government interference with, and public misunderstanding of the movement.

"Economic freedom and spiritual freedom are the greatest possible possessions of the farmer. Regimentation kills freedom. The cooperative movement alone is the means for him to safeguard his independence."

"I have added these figures eight times, sir."

"Very good and thorough."

"Here are the eight results."

Great men are the spare time users, small men are the spare time losers.

Cooperatives and Control

By A. H. Lauterbach, General Manager
Inter-State Milk Producers' Association

THE SUBJECT assigned to me requires, first, a brief review of the history of dairy cooperatives, when and why they were organized. Secondly, it requires a study of the conditions existing at the time the demand for governmental control of the dairy industry became insistent.

Most of our large dairy cooperatives of today obtained their real start during the period of rising prices just previous to and during our Country's participation in the World War. Farmers' costs were increasing almost daily. Prices received by farmers for most farm commodities experienced gains that kept pace with or exceeded the increased costs.

Fluid milk was one exception because producers had to move their milk every day and they had no collective voice to make their demands effective. Every attempt to increase milk prices to consumers was met with widespread resistance, this resistance gaining support from the metropolitan press.

Naturally this situation combined with unsatisfactory buying plans used by many distributors and frequent unpaid bills by numerous irresponsible small dealers aroused the attention of our leading farmers of that period. The result was the organization of milk marketing associations. Most of them were of a bargaining nature while a few of them distributed the milk of their members.

Cooperatives Got Results

These dairy cooperatives got results. They focused public opinion on the need for higher producer prices and convinced consumers that such prices were justified. They eliminated many objectionable trade practices and collected bills from irresponsible dealers.

During the '20's our cooperatives grew in prestige and influence. They obtained wider cooperation from distributors, protected producer interests and continued to foster sound trade practices. We did not, however, get all producers into our organizations and this situation, especially in fluid milk markets, was a forerunner of trouble during the depression years we have just come through.

Why the Demand for Control

Until the depression came along there was not much occasion or demand for governmental price control in our markets. But with cooperatives bending every effort to maintain a satisfactory milk price the old producer's source of income, while other farmers turned from grain, beef, pork, cash crops, etc., to milk production. This caused an increased production which, combined with decreased consumption, created the surplus that has been the source of trouble in practically all fluid milk markets.

That small percentage of producers who were not members of cooperatives were ready in too many cases to sell their milk at flat prices which were equal to the blended or average prices prevailing. But they sold it to dealers who handled no surplus and were therefore in a position to undersell the distributors who took care of their share of the surplus on the market.

To these combinations of circumstances we feel compelled to add, since hind sight is better than fore sight, that the cooperatives made some mistakes. Among these mistakes were attempts to maintain high prices in closed markets with floods of cheap milk nearby and to prevent making new bases each year.

All these factors working together resulted

The address printed on this page was delivered by Mr. Lauterbach before the Nineteenth Annual Convention of the National Cooperative Milk Producers' Federation at Indianapolis, Indiana, October 11, 1935. The demand for copies of this address has been so great that it was put into print and copies sent to all parts of the United States and to Canada. Believing that members of Inter-State will find Mr. Lauterbach's viewpoint not only comprehensive but clear cut and forward looking we are carrying it in full in the REVIEW so each of our readers may study it.

in the demand that there be some form of Federal or State control over the dairy industry and especially over fluid milk marketing.

The Agricultural Adjustment Act was passed in May, 1933, and at about the same time the first of our State milk control boards were established. It has been the experience with nearly all these control bodies that in their early days they attempted to assume the role of sole rulers of the industry. We witnessed their efforts, intentional or unintentional, to take over all the functions of cooperatives.

Some Control Problems

With the coming of this control many farmers felt that their problems were ended, that they would be assured of an adequate price for their milk and that the control bodies would compel the payment of full price for as much milk as they cared to produce. A frequently expressed attitude was, "The government is doing this work, why should we need Co-ops?"

Agreements and licenses, control board orders and so forth were put into effect and many of them contained sweeping changes. In too many cases the advice and experience of the industry was ignored. Such an attitude naturally antagonized one group or another and encouraged violations. In addition, proper enforcement has been sadly lacking in almost all control efforts, both State and Federal. When enforcement fell down, government control efforts were discredited and resulted in varying degrees of failure.

Most of these control bodies soon learned that they could not function without the

cooperatives and their help. At this fact was more fully realized the control bodies began to lean more and more upon the shoulders of the cooperatives to help solve the milk control difficulties. It brought a realization that governmental bodies and cooperatives had to work out these problems together.

Need Help of Cooperatives

There is ample evidence that the two can work together. The Federal government has put licenses into effect in several markets which combine inter-state and intra-state operation. They have done so without strong arm enforcement efforts. Examples of working together in this matter can be found in the Quad City area of Illinois-Iowa, in Denver, Dubuque, the Twin-Cities, in Detroit, etc. In these markets the producers and distributors have sat around tables, thrashed out their difficulties and differences and arrived at a plan which was mutually agreeable to both sides. All parties then made it their job to live up to the agreement and help keep any of the wayward members of the industry in line.

I have come to the conclusion that eventually price fixing to the consumer will be eliminated. I am of this opinion for two reasons, first, that it is not practical, and second, that it may be unconstitutional. Complete price fixing to both producer and consumer is not practical because it will eventually put milk on the basis of a public utility.

The Supreme Court decision on NRA indicates its probable decision on any other regulation that might include retail price fixing. No doubt the Supreme Courts of some states will uphold price fixing but if the courts of neighboring states and the United States Supreme Court should not uphold it, milk entering inter-state commerce will break down the effectiveness of price fixing legislation in states where it is upheld.

Future of Price Fixing in Doubt

Should price fixing be eliminated by the courts I believe there will still be a place in our present day marketing program for some regulatory body. That body may be controlled by the State on strictly intra-state markets. I believe, however, that where inter-state milk enters a market a joint Federal-State control is advisable.

The function of such control bodies, as I see it, would be to establish and oversee the enforcement of fair trade practices and to act as an arbitration body between producers and handlers of milk. With such functions the regulatory bodies would confer with the industry and establish trade practices which would protect the interest of producers, distributors and consumers. It would not set prices but might have the power to arbitrate differences when the interested groups could not reach a decision as to prices. It would have power to examine books and records.

It may be possible to establish divisions within the Department of Agriculture of both Federal and State governments to act in this capacity. We now have centered in those departments regulatory functions on such subjects as livestock disease control, crop pest control, and conservation. Many of these functions are administered jointly, peaceably and effectively, by the Federal and State departments working

(Please turn to page 16)

INTER-STATE MILK PRODUCERS' REVIEW

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
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the Act of March 3, 1879."

Milk!!! The Food For All Ages

Underpayments Corrected

A hundred dollars fine and more than one thousand dollars worth of underpayments made good were the costs to one milk dealer due to the vigilance of a field representative of your association.

This company had paid producers on tests lower than those reported by that company's own licensed tester. This tester's results checked closely with the check tests made by our field representatives. But complaints began to trickle in that the tests reported on the milk checks did not tally with those reported by us.

A few check-ups showed what was being done. It called for drastic measures and so the state department of markets was called in, the results of our preliminary investigation given their representative, a complete check-up made, the fine levied and the checks to make good the underpayments requested.

Incidentally, your association got no public credit for this clean-up. Also, both members and non-members benefitted in this case.

One Way to Win

Old man H. C. L. (short for High Cost of Living) is getting a lot of attention these days. He has a knack of getting into the limelight, spotlight, daylight and every other conspicuous place, including newspaper headlines, whenever a general price rise is occurring.

During periods when H. C. L. is bidding for attention the slightest pretext causes a jump in prices. Witness bread—up a cent a loaf (62 cents a bushel of wheat) because wheat went up a few cents. But when the bottom dropped out of wheat prices a few years ago "the cost of wheat is only a small part

of the cost of bread and we can't drop our price," was the wail of bakers.

But we can beat the old man's game, especially those of us with plenty of milk and other dairy products.

It is simple—just use all the milk that culinary ingenuity can work into our daily diets. Then add to that plenty of butter and lots of cheese. We REVIEW readers have our own milk—use it.

Then use other dairy products, too, for they have gone up an average of only 8.4 percent in two years, butter is up just 15.3%—and using plenty of these products will help our own Class II and Class III milk prices.

Contrast this 8.4 percent rise with meat prices which are up 51.5 percent, eggs 32.4 percent, lard 131.3 percent, canned peas 26.3 percent, etc.

Incidentally, when your city cousins and other friends start in on H. C. L. just point out to them that the old fellow can be beaten if they will use more dairy products—milk, butter, cheese—always low in price when compared on the basis of actual food and health value—now better bargains than ever.

Control Order Awaited

Hearings held by the Pennsylvania Milk Control Board following the suspension of its Order 24 extended into the fifth week with one to three or four days sessions each week. It was stated that after the evidence gathered and testimony given at these hearings had been thoroughly studied a new order would be written or order 24 revised.

This has not appeared up to this date (October 31) and no indication has been given as to when the new order will appear. Neither has any report come out as to the probable features of the order. It is believed that the result will represent a compromise between order 17, which with amendments is now entering its fourteenth month, and order 24 which was to have gone into effect on September 1 but was suspended because of strong objections to it.

A parson was visiting a home and before leaving called for the family Bible, to read a chapter of Scripture. Bobby's father: "Bobby, go and get the Bible—you know, the big Book that we all read so much."

Bobby soon returned carrying a large mail order catalog.

Our advertisers like to know where you saw their advertisement. Tell them in the INTER-STATE MILK PRODUCERS' REVIEW.

An Important Annual Meeting—Come If Possible

In certain respects the forthcoming annual meeting of Inter-State is the most important in years, if not since it was organized. At this meeting will be determined the future course of the association.

Shall we continue down the same road? We have been travelling a road that was smooth, that has been getting more difficult and that appears to have ahead certain obstacles, gaps, and dangerous turns which may so seriously reduce the effectiveness of our—your—association that it may not be able to serve you properly.

Or shall we chart a new road, using the experience gained during the last nineteen years, plus the experience of similar cooperatives in all parts of the country, plus the help of the new cooperative laws enacted since our—your—association was started.

We hope that every member of Inter-State who can so arrange his work as to get to Philadelphia on Wednesday and Thursday, November 20-21, will come to the meeting, and hear the discussion first hand—or, better still, take an active part in the discussion.

It is planned to make this year's meeting the most free and frank of any held here in years.

See Our New Offices

When in Philadelphia to attend the Annual Meeting be sure to visit the new offices of your association at 401 N. Broad St. This is one and one-half blocks north of the Broadwood Hotel and on the other side of the street.

The offices are on the tenth floor, the laboratories for testing and bacteria work on the seventh floor. We want to show you what we have.

This invitation is good during business hours whenever you come to Philadelphia. Come up and see us.

A Worthwhile Convention

There is real hope for progress by our dairy cooperatives if we may judge by the attitude prevalent at the meeting of the National Cooperative Milk Producers' Federation at Indianapolis on October 10-12. Cooperative leaders present were intent on one major subject—correct analysis of their problems and how to solve them.

This is a healthy sign and a sane attitude. It is impossible to give you in these columns more than a fraction of the worthwhile discussions held. A brief summary is presented on page 7. Read it.

September Percentages

Percentages of basics purchased in the various classifications during September are given in the following table for dealers who reported. Although September was one day shorter than August percentages paid by some dealers showed a slight increase while other dealers showed a decrease proportionately greater than the difference in length of month. Production trends point toward higher percentages for October than September.

The information given in this table applies to purchases made in Pennsylvania, Maryland and Delaware.

The weighted average price of milk of all classes was \$2.297 per hundred pounds, f. o. b. Philadelphia, in September, an increase of 6 cents over August, as based on all available information. In the 51-60 mile zone the weighted average price at receiving stations was \$1.906 per hundred and in the 91-100 mile zone it was 1.868, an increase in each zone of approximately 5 cents over the August prices.

Basic Utilization Percentages

September, 1935

Dealer	Class I	Class II	Class 2B	Class "A"
Abbots Dairies	87	3	13	Bal. 78%
Breuninger Dairies	82	Bal.	Bal.	82%
Delchester Farms	80	Bal.		
Fraim Dairies	79	9		Bal. 68%
Harrison Dairies	86	19	(213)	90%
Martin Century	81	Bal.		88%
Myers Dairies	87	Bal.	(213)	57%
Scott-Powell	70	Bal.		71%
Supple-Wills-Jones	75	27		Bal. 73%
(Md. & Del.)				

*—"A" bonus on percentage of Class I.

+—"A" bonus on percentage of basics.

—"A" bonus on percentage of production up to full basic amount.

P—Percentage of shipments.

A Futile Protest

Another milk strike has failed. Early in October a group of dairy-men supplying the Chicago market started picketing receiving stations, blocking roads, and destroying milk with the avowed intention of forcing a price of \$2.50 per hundred pounds for all milk as contrasted with the bargained price of \$1.75 for class I milk at receiving stations within the 70 mile zone.

The strike failed because such a price, although it would be welcome and perhaps not higher than some cost-of-production figures, could not be justified from either an economic or a competitive standpoint.

The Chicago market uses possibly 3,000,000 pounds of fluid milk daily. Within easy reach of Chicago there is a flood of more than 10,000,000 pounds daily that can find no market except butter at \$1.16, cheese at \$1.22 or evaporated milk at \$1.23 per hundred pounds, as reported for September by the Wisconsin Crop and Livestock Reporter, official organ of the Federal-State agricultural statistician.

SPECIAL ISSUE

The December issue of your REVIEW will contain 24 pages. It will include a full report of the nineteenth annual meeting of the Inter-State Milk Producers' Association carrying reports of association officers, summaries of the principal addresses delivered and the resolutions passed.

Watch for that issue. Read it carefully. Keep your copy for reference.

The result of a \$2.50 price for all milk at Chicago would be an open invitation for every farmer in Wisconsin, Illinois, Iowa or Michigan within 250 miles of Chicago to get a part of that market. Sanitary regulations would be met gladly—if meeting them would double the price of milk. Human nature being as it is, a hundred thousand of those farmers might be glad to get only \$2.25, or maybe \$2.00, for their milk and thus be sure to get on the market.

Only one monkey wrench is left in the gears—how could they find buyers who would pay \$2.50 per hundred for all their milk—or \$2.25 or even \$2.00? They can't find buyers for all their milk at \$1.75—but only for as much as finds fluid sales.

A little more about the strike at Chicago. The supply was not cut by more than one-third at the height of the strike. Only a small part of the organized producers took part, or favored it. Three locals of the Pure Milk Association broke away—and are now taking \$1.75 for Class I, f.o.b. instead of at country plant. Strike pickets apparently included many from states other than Illinois and Wisconsin where strike activity was centered.

We are not in position to say whether \$1.75 per hundred pounds of 3.5 percent Class I milk, f.o.b. country station, is a fair one on that market. Most producers in the market did assert strenuously their right to sell at that price.

Coming in the REVIEW

Better understanding of our milk marketing problems, marketing plans and the difficulties met in handling this work is needed by our milk producers. These subjects are getting more and more complicated and, as a result, many of our better informed producers are find-

ing it difficult to keep themselves up-to-date.

This was revealed through questions asked at many of our Local meetings. We who attended these meetings shall go over these, select the questions most frequently asked and develop brief, easily understood summaries of the problems involved.

In these discussions it will be our aim to give our membership a better understanding of the more important problems and to summarize the reasons for and solutions to them.

Farm Electric Service

More than 7,000 farms in Maryland are receiving central station electric service and additional thousands of rural residents, not classed as farmers by the U. S. Census, are receiving service from these same lines, it is revealed by a recent survey of rural electrical conditions.

The report shows that in 1923 only 2 percent of the farms in the state were served while now 16 1/2 percent receive central station service. The survey indicates that there are 4,196 other farms so situated with respect to present distribution lines that they may be classed as being accessible to service.

Inter-State Milk Producers' Ass'n

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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Federation Resolutions

Resolutions approved at the business session of the National Cooperative Milk Producers' Federation furnish strong recommendations for the work of that organization. These resolutions are sound economically and are designed to help the entire dairy industry of this country.

A brief summary of the more important resolutions approved follows:

Reaffirms the stand as regards development of farm cooperatives; favors sound monetary system; opposes bringing more land into cultivation, as long as there are continual surpluses of agricultural products.

Ask a five cent additional tax on oleomargarine, a synthetic product made in the imitation of and sold as substitute for butter. Increase in sales of this synthetic product has created a national problem. Is well on its way to undermining the dairy industry.

Ask Southern farmers to assist in eliminating unfair competition as regards oleomargarine.

Favor Legislation at the next session of Congress amending revenue laws to provide 5c a pound tax on all oils and fats imported into this country.

Recommends a committee from the Federation to study the problems connected with the anticipated increase in dairy products and consult with officials of the AAA in view of working out a national program.

Commend Federal Government in developing program for the eradication of animals infected with bovine diseases.

Recommend legislation to prohibit movement of dairy products in interstate and foreign commerce from herds not officially tested and found to be free from bovine tuberculosis.

Urges tax on all imported purebred cattle of not less than \$25.00 per head.

Deplores use of Reciprocal Trade Act and asks adequate notice be given of hearings concerning concessions on dairy products.

Ask that any investigation of so-called unsound practices be made by Federal Trade Commission in the usual scientific manner rather than through public hearings.

Urges AAA to establish policy that every farmer under contract to reduce acreage and who is receiving benefits therefor, shall not use withdrawn acreage in feed or forage crops.

Blames Uneven Production

Over-production, although widely blamed for the depression, played in reality but little part in the price collapses of 1920 and 1929 said F. A. Pearson, professor of prices and statistics at Cornell University before the 11th annual meeting of the American Institute of Cooperation.

There is, he added, never a time when there is not over-production of some things; nor is there ever a time when there is not a deficit of some things.

"When a nation experiences rapidly rising prices as was the case in the gold standard countries from 1914 to 1919, it is generally assumed that world-wide shortages exist. Vigorous efforts are made to expand production and save food. In spite of the assumed scarcity, there was little distress.

"When a nation experiences rapidly falling prices as was the case from 1929 to 1933, it is generally assumed that a world-wide surplus exists. Organized efforts are made

to reduce supplies. There was distress in the midst of plenty.

"When prices rise, we think there is too little and when prices fall, we think there is too much, because money is not understood and individually we have no control over the supply of, or demand for, the commodity used as money.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of September, 1935:

	NO.
Butterfat Tests	6207
Plants Investigated	37
Calls on Members	384
Quality Improvement Calls	20
Herd Samples Tested	552
Membership Solicitation Calls	52
New Members Signed	8
Cows Signed	55
Transfers of Membership	7
Brom Thymol Tests	32
Microscopic Tests	355
Meetings of Locals	12
Attendance	845
Educational Meetings	2
Attendance	550

Bang's Test Changes

Recent changes in the regulations covering Bang's tests as announced by the United States Department of Agriculture permits more than four tests of a herd under the cooperative plan developed by AAA.

This change will allow a herd owner to keep on testing until all evidence of the disease in his herd has been eliminated. Previously, when only four tests were made under the plan a herd owner had to stand the entire cost of any additional tests that might be necessary. This was especially true when the disease seemed to hang on with one or two reactors on each test.

Further regulations specify that the Bang's test must be applied to all cattle imported to this country for breeding or milking purposes. This test is applied at specified ports of entry and if a reactor to the test is found that animal must be returned to the country of origin or slaughtered at once.

This applies principally to imports from Canada which country sent in 11,500 head last year. The Channel Islands sent in 179 head during the same period.

You will be helping both the REVIEW and the advertiser if you tell him that you saw his advertisement in the INTER-STATE MILK PRODUCERS' REVIEW.

BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Annual Meeting Banquet on November 20th we urge that tickets be purchased in advance so seating arrangements may be planned and provisions made for all who desire to attend.

Each banquet ticket carries a detachable stub, covering a request for seat reservations. Groups wishing to be seated together must mail or present their stubs as a group. This stub must be returned completely filled out to the home office of the association not later than November 16th so that proper seats may be assigned.

Lists showing the arrangement of seats will be posted and distributed on the day of the banquet. No seat reservations will be held after the banquet service has started. Tickets are \$1.50 which entitles holder to full entertainment program.

After November 16th banquet tickets will be sold only at the offices of the association or at the headquarters desk at the Broadwood Hotel. Table assignments will be made in the order of sale.

Make your reservations at once so as to avoid confusion.

THE BANQUET COMMITTEE

Dairy Problems Discussed At Federation Meeting

A COUNTER attack was staged by the dairy leaders from Maine to California on the oleomargarine industry at the nineteenth annual convention of the National Cooperative Milk Producers' Federation held in Indianapolis, Indiana, when they adopted, as a part of a comprehensive program, resolutions advocating increased taxes on all oleomargarine manufactured and sold in the United States. The fact was pointed out that the oleomargarine industry has been on the offensive for the past two years and has made serious inroads into the dairy industry reducing the income of over one and one-half million producers through lower prices and reduced sales of butter.

How oleomargarine was a distinct menace to the dairy industry was pointed out during an all-day discussion preceding the convention proper. Secretary Charles W. Holman, in his report stated that butter consumption during the first eight months of 1935 showed a decline of 103,000,000 pounds. During the same period oleomargarine sales increased 98,000,000 pounds.

Ask 5-Cent Oleo Tax

The session went on record, requesting as part of a comprehensive program, that a 5 cent a pound federal tax be placed on all oleomargarine; protection from "boot-legging" into states which have an oleomargarine tax; recommendation of state compensatory taxes equal to the direct and indirect taxes on butterfat; and increasing the combined duties and excise taxes on imported fats and oils from an average of 3 to 5 cents a pound.

The nineteenth annual convention was formally opened by president N. P. Hull of Lansing, Michigan, who pointed out in his annual report that even though regulatory measures may have their ebb and flow, we can expect that some sort of regulation by government agencies will continue with us.

"The best advice that can be given to those who live upon and those who derive their sustenance and wealth from the land, is to so organize their strength and so combine their influence," he said, "that they may do their utmost to see to it that they are the determining factors, when regulations are promulgated. I do not want them victims of regulation but beneficiaries of it," he concluded.

That a nation-wide program be arranged by the Federation to eliminate competition among dairy cooperatives which tend to lower the market price structure, was requested by the delegates representing the fluid milk and cream cooperatives. It was pointed out in several addresses that cream was shipped by some cooperatives to adjacent markets, when there was a surplus, and this cream often had the effect of breaking the market. One suggestion was that the cooperative in a given market be used as a broker when shipments were made by neighboring co-ops, however the entire matter will be studied by the Federation and the representatives of the cooperative creameries brought together to confer on a nation-wide program.

Control Boards Need Co-ops

That cooperatives were essential in a market if State and Federal control agencies were to operate successfully, was pointed out by M. Clifford Townsend, lieutenant-governor of Indiana. This State official "knows his stuff" for he is also chairman of the State Milk Commission. He drew the applause of the 500 delegates when he said, "No control agency should attempt a program in a market where the existing cooperatives are weak or where there is no organization among the producers," and he concluded by saying, "since we are living under a democratic form of government, and the people wish to be self-governed, the State and Federal Acts should throw as much of the responsibility on local control as possible."

The same position was taken by A. H. Lauterbach, general manager of our own association, whose talk is printed in full starting on page 3 of this issue.

In a discussion on the disposal of dairy products surpluses, E. W. Gaumnitz, chief of the dairy section of the AAA said the outlook was for a total milk production during the last half of 1935 and the first half of 1936 considerably above last year. He based his statement on the fact that feeding would be heavier and the cows in the herds were well above average due to constant culling. This prediction was at variance with the one made by W. H. Bronson of the New England Milk Producers. In looking into the future Mr. Bronson expressed the belief that the dairy industry appeared

in a favorable light. His prediction was due to the generally improved business conditions and to the lessening number of dairy cattle in the United States. He stated that crop control is one factor that might change this prediction, especially if growers of corn, wheat and cotton should turn to dairying.

Activities of local units were discussed by E. W. Tiedeman of Sanitary Milk Producers, St. Louis, who suggested topics for a successful program. Among those were a program once a year prepared by the women; study of legislative matters pertaining to the dairy industry; one act plays and debates; dances and annual picnics. A film showing farm scenes in the association territory, including members of the families was also suggested. "It makes no difference how well the association is being operated, nor how well it is serving the membership in its various phases, unless the rank and file of membership is kept fully informed of the association services, much of the work is in vain."

Robin Hood, secretary of the Cooperative Council, considered the effectiveness of the cooperative house organ. He said that the expense of such a paper can be justified upon one basis only; helping to make the work of the association more effective.

Program Planning

President Fred H. Sexauer of the Dairymen's League spoke on membership problems and pointed out that it is necessary to analyze the problems and then plan a program. And a set program cannot be laid out far in advance for due to conditions, perhaps unforeseen which may arise, it is oftentimes necessary to make changes.

William Hard of New York, noted political correspondent, was the principal speaker at the annual banquet with lieutenant-governor Townsend as toastmaster. Mr. Hard said in part: "The greatest danger of the moment is that the apparent necessities of the depression may force us into governmental bureaucratic controls which may easily pass from being temporary into being permanent, and which may then actually impede the restoration of full prosperity."

"The great interest of Agriculture is not Agriculture," he continued,

(Please turn to page 13)

The Cooperative Community

Elizabeth M^cG. Graham, Editor

The Responsibility of Women To Their Cooperatives

By A. D. D.

"Unless you visit Finland yourself—are greeted by song at every school, and drive away to song, hear the folks sing in the evening and listen to the singing hour during the day, you cannot imagine what a beautiful custom it is and what singing means in their lives. Just as in Denmark, every class begins with song. The day begins with Morning Sun, and ends with Evening Song."

This in a country where "the hard and barren soil needs much labor, and where the most severe obstacles are overcome through unceasing toil," and where they say, "we have no right to enjoy the work of our ancestors without following their steps and continuing their work. WE HAVE TO CREATE A HAPPY COUNTRY WHERE HAPPY PEOPLE LIVE."

This, in a country where "the fluctuations of butter prices and the various influences affecting world markets are debated with an intimacy on every hand that is astonishing. Women take a prominent part, and 90% of the prize winners at Valio's annual competition for dairy management are women operators." And yet again, "at the end of one sociology course there were six lectures on cooperation, emphasizing the ideal side—what it means to trust each other and be loyal."

As I gather up the strands of this thought, "the women's part in the cooperative," it seems to me we must turn to these Scandinavian folks for real help. We in America have not yet caught the gleam that has for years been a part of their daily life, and that has guided their youth into a happiness and a state of economic well-being comparable to none. And yet I feel so powerfully, so irresistibly, the tide of cooperative thought as it sweeps over our own folks here in the Inter-State milk shed. As I attend meetings in various sections I catch a gem of cooperative understanding, a bright gleam of the goal that we seek. The loyalty of Inter-State folks, the confidence they have in their organization, the tremendous solidarity of their support—somehow just seems beyond words to describe.

Our responsibility as women in a cooperative is tremendous. We are needed—everywhere. A church without women is inconceivable. A school without women is just as inconceivable. A home without a mother is a sorry story. Has anyone ever tried to limit the responsibilities of a mother? A house-keeper—a cook—a nurse when necessary—a teacher where there are children—a dress-maker—a secretary—a financial adviser! Just so in a cooperative. She must be "on the job" whenever and wherever needed. Our cooperative is but a larger addition of our home.

Our men and our women know that we must understand "The Economics of Our Own Business." They know that a better knowledge of milk and its problems will inevitably result in a better quality product—marketed in a better manner—and will certainly increase the monthly income to the farm family. They know that on their cooperation largely depends the amount avail-

Trudeau's Trail

Hannah McK. Lyons, M.D.



Last week I listened to a research expert in bacteriology as he described the life-cycle of the tubercle bacillus. I was reminded of the gentleman being served a lunch who, when the waiter asked about the drink he preferred, replied "Tea weak." After bringing in the tea the gentleman was seen observing it very carefully. Anxiously, the waiter asked, "You said tea—weak?" "Yes," remarked the gentleman, "I said weak, but I did not say helpless."

Today one is reminded that the ravages of the germ is much lessened but it is by no means "helpless." It is still the "captain of the men of death" in the younger age groups, just at the time young people are establishing themselves in their life work. It is well known that the germs of tuberculosis may be present, but lie dormant in the majority of us. Whether they will "wake up" and give trouble depends on many reasons, chief of which is whether a person keeps himself well. This means maintaining a resistance by getting plenty of sleep, daily out-door exercise for several hours, proper diet, careful elimination and a cheerful disposition.

Some people are born of tubercular parents and may have an inherited tendency toward it. They do not inherit the disease itself but as my medical professor used to explain, "They may inherit a soil in which the germ may readily grow." Hence the need of vigilant care to keep resistance at par.

The germs thrive best in run-down bodies. We say they are most apt to develop in homes that are dark, damp cellars; where sun and air do not get in as frequent visitors. And yet tuberculosis is found in the open country as well as in the city. It will develop anywhere if given half a chance.

And it gets a good chance if a person over-works or worries, or uses narcotics, alcohol, or even tobacco to too great an extent. Or by sleeping in bedrooms with windows shut so that fresh air does not get to the lungs.

But it is the cheery side we want to think about. Tuberculosis is preventable, but how? By following the rules you learned in hygiene those "Eight Health Rules" the children can recite so glibly but often forget to practice.

Drinking plenty of pure milk; eating fresh eggs; fresh vegetables; fresh and canned fruits; blood building meat; drinking plenty of water; by inhaling plenty of fresh air day and night; by getting plenty of sunshine; plenty of sleep; avoiding as much as possible contacts with those who have the disease; by avoiding the so-called common-cold; and by having a physical check-up at least once a year.

This last is extremely important. With (Please turn to page 13)

November, 1935

November 20-21!

"Coming together is a beginning,
Thinking together is unity;
Keeping together is progress,
Working together is success."

The Responsibility (Continued)

Washington, and their women folks must put their shoulder to the wheel to help them go. Our boys of today are our officers and directors of tomorrow. Just as an individual makes mistakes, so does an organization. Just as an individual is short-sighted, if he makes the same mistake twice, so is an organization. Just as an individual must move forward with each generation, so must an organization.

Our boys and girls must be taught to love the soil of their land. They must learn that the bright lights and the tinsel that they see in town on Saturday night, soon tarnish and dull. They must be taught that the very things which they have in abundance, are the things that count.

There is still another field where we must work, where our help is much needed—"The Field of the Cooperative Community." We must bring together the farm interests and the interests of those in the community, around which we live. We are dependent on our local merchants, bankers and professional men, for economic and social help. They, in turn, are dependent on us—for when the farm folks go out of business it will be a sad time for everyone.

"Farming is a mode of living as well as a business. If one-half of the family supports the cooperative and the other half does not; if one-half is cooperative-minded and the other half is not; if one-half understands its purposes and the other half does not, the organization is doomed to failure."

Remember the Date—
Inter-State Annual Meeting

November 20th and 21st

Broadwood Hotel
Philadelphia

Women at the Annual Meeting

For Additional Annual Meeting Details, please turn to page 1

Women's Session

Wednesday Morning, November 20th, at 10 o'clock

Music—MRS. B. H. WELTY, Waynesboro, Penna.

Group Singing

"Cooperation in Meeting Human Needs"—A Platform Discussion

MRS. E. C. DUNNING, Chambersburg, Pa.
MRS. A. K. ROTHENBERGER, Center Point, Pa.
MRS. HARRY T. WILLIAMS, Worton, Md.
MRS. ROY C. WEAGLEY, Hagerstown, Md., and
MRS. JOSEPH BRIGGS, Yardley, Pa.

Discussion from the Floor

"Where Are We Going From Here?"—PROFESSOR WILLIS KERN, Department of Rural Sociology, Pennsylvania State College

Recreation period under the direction of Mr. Kerns

Inter-State Family Luncheon Wednesday Noon

A special thirty-five cent luncheon served in the Broadwood Hotel Dining Rooms for Inter-State families and friends

Business Session of the Association Attended by Men and Women 2.00 P. M. Wednesday

Election of Directors, President's Address, Report of General Manager and addresses by F. W. PECK, Farm Credit Administration, Washington, D. C., and F. F. LININGER, Pennsylvania State College.

Get-Acquainted Hour

Wednesday, Immediately Following the Afternoon Session

Hostesses

Wives of Officers, Directors, Local Presidents, Fieldmen, and "Alumnae" members of the Women's Committee

Inter-State Banquet

6.00 o'clock—Wednesday Evening
(Please turn to page 1 of the Review for details)

Educational Session

Thursday Morning, 10.30 o'clock

PROFESSOR WILLIS KERN, Pennsylvania State College
DR. R. B. CORBETT, U. S. Department of Agriculture.

"The Cooperative Community"

A Twenty Minute Discussion, arranged by the Women's Committee

Homeward-Bound Luncheon Thursday at Noon

A gathering together for luncheon, before scattering for home, of all those who enjoy good fellowship with others who believe that the Cooperatives lead toward a better living and a new type of community life.

No one need miss attending the Annual Meeting this year because of young children. Arrangements have been made for a Nursery under the charge of a practical nurse, in the Broadwood Hotel.

Cooperatives and Control

(Continued from page 1)

together. If we make up our minds to do the same with milk it can be done.

Complete Confidence Needed

A program of this kind, involving mainly fair trade practices and arbitration, will necessitate complete confidence and cooperation between officials of the regulatory bodies and leaders of our producer cooperatives. I believe lack of such cooperation has been the cause of many of the difficulties experienced by both control bodies and cooperatives during the last two years. It appears to me that this lack of cooperation first developed because many in charge of our control bodies were not in sympathy with the cooperative movement. This attitude was reflected by the employees of those bodies who in many cases were selected because they coincided in their attitudes with the officials of the control bodies. This lack of sympathy might be blamed upon the fact that members of control boards did not appreciate the functions of cooperatives nor the problems confronted by cooperatives. They did not recognize cooperatives as expressing the collective opinions of large numbers of our more substantial producers.

Conditions then existed and still exist in the dairy industry which need correction. Some of these matters are of importance while many others are of small consequence compared to the entire picture. Yet there is a feeling in the public mind that something is radically wrong and that these irregularities, no matter how trivial, must be corrected—and at once. The cooperatives have not been able to bring about certain desirable changes largely because they have not had access to accurate information concerning distributors' costs. Some distributors have made what appeared to be large profits and have paid what might be termed large salaries.

A Problem We Faced

With these conditions prevailing through our depression years while farmers were forced to the limit to meet day by day expenses many cooperative leaders were placed in a bad light, the membership feeling that they openly countenanced practices which contributed to what the farmers looked upon as large salaries and profits. In brief, substantial blocks of membership of our cooperatives demanded, often without warrant, that their leaders increase the returns to producers by forcing reductions in the distributors' spread. We have right there one more important reason for this almost universal demand for Federal and State regulation of our milk industry.

Regulatory bodies with the right to inspect dealers' books could reveal the true facts about these suspected irregularities and in that way be of great assistance to our cooperatives. Their revelations would serve either to point the way toward a correction of any existing evils, or to prove that the suspected evils actually do not exist. Perhaps such a body should also have consumer representation of some type.

A Cream Clearing House

I feel compelled to call attention to another situation in which a regulatory body can be of untold assistance to cooperatives, that is in helping cooperatives get together on a basis that will eliminate competition between cooperatives. We have instances of cooperatives which unload their excess milk or cream on neighboring markets served by other cooperatives whenever their own markets have a surplus. This milk is usually

transported in the form of cream and sometimes it is sold at almost distress prices. It appears that the cooperatives in the northeastern part of our country could well consider the establishment of a cream clearing house. Such a clearing house would eliminate the dumping of milk or cream on neighboring markets when these markets may already have all the milk and cream needed.

Mid-west cooperatives should also be included in such a plan in order to avoid the expense and unsettled market conditions which result from sending cream from

Instead of the usual message from A. H. Lauterbach to Inter-State members we are giving you this month the address in full given by Mr. Lauterbach at the National Cooperative Milk Producers' Federation convention.

the butter producing sections to the East where it breaks the Eastern cream market and forces Eastern cream into butter production thereby breaking the Western butter market. Eastern distributors are not equipped to make butter and when forced into butter production their butter is invariably of poor quality and brings a low price, thus tending to establish a low price for all butter.

When the time comes that we may establish a clearing house of this nature it will be well to invite governmental regulation; first, to safeguard consumer interests, and second, to avoid any excuse for demanding investigations for restraint of trade. A well managed clearing house should be an economic saving to producers, consumers and distributors and add to the stability of our dairy markets.

One of the necessary functions of our National Cooperative Milk Producers' Federation and affiliated cooperatives is to see that those in charge of regulatory bodies and the employees of those bodies be sympathetic with the dairy cooperative marketing movement and that they have cooperative training. It is especially important that the officials of those bodies possess this sympathetic attitude and understand the functions and problems of our cooperatives.

We Need Facts and Figures

All of our dairy cooperatives, especially fluid milk associations, are greatly in need of comprehensive facts and figures of a

statistical nature. To get these facts every cooperative should have a statistical department headed, if possible, by a capable economist, thus keeping the management and the board of directors fully informed about the market, its trend of production, sales, etc. This information is absolutely necessary in order to go before regulatory bodies, before distributors, and before our own membership with an accurate picture of the market, its trends, and its probable future condition.

I believe the National Cooperative Milk Producers' Federation should help establish a uniform system of working up and reporting statistics collected by our fluid milk and other dairy cooperatives. Despite the ridicule heaped upon the so-called brain trusters, those of our dairy cooperatives which have been using the services of economists and statisticians (which comprise one group of brain trusters) have escaped some of the headaches to which most of our organizations have been exposed. I can point, today, to a cooperative that could still be the greatest of its kind had the board of directors possessed and used at all times the facts and figures necessary to guide its destiny.

With all the regulatory programs now being tried cooperatives cannot afford to neglect the responsibility of assembling and using the available economic and statistical information about their business.

Praise for Federation

I am very sorry that Mr. Weldon, the economist for the National Cooperative Milk Producers' Federation, is no longer with the association. I hope the Federation officers can replace him as this organization needs not only one economist, but several. From personal observation and experience, I want to say to the delegates attending these meetings that Mr. Holman and his associates, Mr. Kane and Mr. Weldon, did a splendid job during the time I was in Washington. The A A A amendments would never have been passed but for the fine work done by these men. I watched them operate among the members of Congress and with their knowledge of the dairy business they won the confidence of many Senators and Representatives who looked to them for reliable information on dairy problems.

I want to plead with the delegates here today to go home and advocate greater support for the National Cooperative Milk Producers' Federation. Labor and industry are highly organized. They spend large sums of money in Washington in influencing legislation, much more than has ever been available for all farm groups, and unless we give more support to our own farmer organization we will never get what we are entitled to.

(Please turn to page 13)

SEND RESOLUTIONS EARLY

If you, your Local, or any other group of association members plan to offer a resolution for consideration at the 1935 annual meeting please send it to the "Resolutions Committee, Inter-State Milk Producers' Association, 401 N. Broad St., Philadelphia," so it will reach that committee on or before November 19.

The resolutions committee meets on that date to act on all resolutions presented. These resolutions, together with the committee's recommendations, will be mimeographed so every member and delegate may have a copy before voting on the resolutions.

Resolutions received late will be presented orally and naturally will not receive the study deserved. Send them in early.

Livestock Conditions

A DRASTIC CHANGE in the livestock situation of the country has taken place since January 1, 1934. On that date the cattle population of the country was 68,290,000 head, an increase of more than 10,000,000 head in five years. On January 1, 1935, the cattle population had been reduced to 60,667,000 head, 2,780,000 more than in 1929.

The number of swine was approximately 52,212,000 on January 1, 1934, and a year later this had dropped to 37,007,000. The number on January 1, 1929, was 58,789,000 and on January 1, 1933, it was 61,320,000. The sheep population fell from 52,212,000 to 49,766,000 during the same period but still was higher than in 1929 and above the ten-year average.

These high numbers of livestock in 1933 and 1934 are directly traceable to two causes. One was the production cycle with constantly increasing numbers. The other was an abundance of feed at such low prices that even cheap livestock furnished the best market for the feed. This resulted in raising and feeding as many head of livestock as each farmer's conditions permitted.

The general livestock situation directly affected the dairy situation. With cheap feed and cheap livestock many beef cows were milked so as to get out of both anything that would bring in cash. With cheap feed the man with cows fed liberally in spite of cheap butter and cheese. That resulted in excessive production which kept prices at a low level.

During all this period of low livestock prices and abundant livestock supplies the consuming public was eating more meat because it was cheap. The average per capita consumption of meat in 1934 was 153 pounds, the highest since 1906. More butter and cheese was used for the same reason.

Then came the drought. Feed supplies were short and feed prices went up. Cattle went to market to avoid feed expense, and to conserve limited supplies. But feed supplies were still short. The government stepped in and bought 8,296,398 head of cattle to keep them from starving and to help conserve the limited supplies of feed.

This was, in effect, a part of a contemplated cattle reduction program, that was altered to fit emergency conditions. It resulted in heavy slaughter of livestock during 1934 and the same drought caused many farmers to reduce their herds voluntarily to fit feed supplies.

Livestock prices have practically doubled since the low point of the depression, some classes have more than doubled. Yet they are not out of line. On a comparative basis meat prices are still below the general price level.

From 1929 to 1935 meat prices declined 45 percent, all foods declined 35 percent and non-agricultural products declined only 16 percent.

The present livestock situation should help the dairy situation for the next year or two at least. It will discourage the practice of milking beef cows which is common in some sections when beef and feed prices are low. It will tend to reduce interest in dairying among many general farmers. It will offer greater inducement to cull inferior dairy cows rather than feed them high priced feeds. It will discourage the inefficient dairyman.

The combined effect of these influences can not be measured accurately. The size and abundance of 1935 feed crops also will determine, to a considerable extent, the length of time these conditions will continue. Added to these factors is that of the level of industrial activity and employment with its effect on city purchasing power and demand for farm products. Dairy prices should hold up for the remainder of 1935, except for seasonal variations, but they may not advance with the general price index.

Milk Control Snags In Connecticut

"State milk control in Connecticut has accomplished almost nothing of constructive value to the dairy industry during the past two years, although hope still is held for the eventual success of the plan," according to Henry W. Fienemann, manager of the Connecticut Milk Producers' Association.

"Two major mistakes contributed to the defeat of the state program at the start," Mr. Fienemann stated recently before the American Institute of Cooperation at Cornell University. The first was the fixing of too high a resale price; the second was an attempt to include in the equalization pool the producer-dealers.

"The sum total of the first two years of state control," he continued "is that there is still no equalization of sales in Connecticut; there is no production control plan except that used by the association; there is no cooperation among the industry groups; there has been engendered a

disrespect for law and a law evasion; cooperative marketing has suffered; and producer-dealers have increased in an already overmanned and over-capitalized industry.

"In my opinion, a board of milk control should act as an umpire or referee, allowing the industry to help draw up the rules of the game, and then seeing that these rules are lived up to.

"Our board of milk control apparently thought that it had to use its full powers, or at least to test them out right at the start. The industry also got the impression that the board considered itself as the absolute ruler of the industry, and that orders could be issued from the throne room without hearing or consultation. From the outset, a substantial part of the industry simply thumbed its nose at the board; and the rest of the industry was eventually forced to disregard the board in self-protection.

"With the doing away of the milk control board and the substitution of a state milk administrator," Mr. Fienemann said, "a new measure of confidence exists that state milk control can and will be of benefit to the industry."

Prices Paid Producers On Other Markets

Class 1 price, 3.5% milk for October. Weighted Average price for August (A) or September (S). All prices f. o. b. city except New York price applies to 201-210 mile zone.

Market	Class 1 Price	B-1st Differential	Retail Price	Average Weighted Price
Philadelphia	\$2.60	4	11	\$2.297 S
Pittsburgh	2.48	4	11	?
New York City	2.445	4	13	1.54 A
Hartford	2.94	4	13	2.302 A
Baltimore	2.38	5.8	12	?
Washington	2.73	7	13	?
Wheeling	2.15	3	11	1.54 A
Detroit	2.48	4	12	1.89 A
Akron	2.10	3	10	1.75 A
Milwaukee	2.05	3	10	1.66 S
Boston	2.96	2.8	12	2.169 A
Kansas City	2.03	4	11	1.51 S
Richmond	2.70	4	12	1.927 A
Minneapolis	1.75	4	10	1.49 A
September Prices				
Des Moines	2.00	3	?	1.62 S
Louisville	2.235	2.5	12	1.675 S
St. Louis	2.25	3	10	1.66 A
Columbus, O.	1.94	2.5	10	?

Detectives were questioning a negro charged with stealing a typewriter. Not getting anywhere, one of the officers brought in the machine.

"Lawzee, man," the negro exclaimed. "You calls that a typewriter? Ah thought it was a cash register ah was stealin'!"

Mention the REVIEW when writing its advertisers.

Inspection Requirements

The September issue of the REVIEW carried a brief discussion of the sanitation requirements required on dairy farms by the Pennsylvania Board of Health. Included in the same article were several paragraphs from the provisions printed on the back of the "Dairy Farm Sanitation Report."

The remainder of those provisions follow:

"(d) A milk house or milk room shall be provided on the dairy farm. The milk house shall be of such size that not more than 50% of the floor area will be obstructed by cooling tank, utensil racks or other equipment. The milk house or a suitable milk straining room shall be located convenient to cow stable; not however in the barn yard, or in close proximity to manure pile, hog pen, chicken house, privy or other objectionable conditions, or open directly into any cow yard or room used for domestic purposes, nor shall the milk house open directly into any stable. Whenever a milk house is located at a distance greater than three hundred feet from the milking stable and is not used regularly for straining milk; a suitable straining room shall be provided at a more convenient location readily accessible to the milking stable. Floor of milk houses and straining rooms shall be of concrete or equally impervious material properly drained and in good repair. Walls and ceilings shall be lined inside and of a smooth finish. In the case of new construction and where repairs to walls are made a curb of concrete or equally impervious material shall be constructed at the junction of the floor and walls, the same to extend at least 10 inches above the floor. Milk houses and straining rooms shall be provided with light; unobstructed window glass area to be at least equal to 10% of the square foot area of floors. Windows of milk house and straining room shall be thoroughly screened and doors self closing. Cooling facilities shall be provided capable of cooling and maintaining milk at a temperature of at least 60 degrees Fahrenheit within 3 hours from the time of milking. Cooling tanks shall be provided with suitable drains. The milk house shall be provided with an adequate water supply and sufficient rust proof metal racks for storage of all dairy utensils. Material not essential for handling milk shall be excluded from milk houses and straining rooms.

"(e) Milk utensils used in the production of milk shall be constructed of non corrodible material and shall be free of open seams, rust,

rough solder or wood handles. Milk pails shall have ears soldered flush with upper rim of pails. Effective June 1, 1936 milking pails of seamless construction shall be used exclusively. Milking machine parts shall be accessible for cleaning and rubber parts sound and durable.

"(f) Methods followed in producing and handling milk shall be conducive of cleanliness. Live stock including poultry and pigeons shall



F. F. Lininger, professor of agricultural economics at Pennsylvania State College, who will speak at the Wednesday afternoon session of the Inter-State annual meeting on "Principles of Sound Cooperative Organization."

be excluded from portion of cow stable occupied by dairy animals. Milking stables, milk houses and straining rooms shall be properly ventilated and kept clean and in good repair. Milking stables shall be whitewashed at least semi-annually or painted bi-annually. Milk houses and straining rooms shall be kept well painted inside. Stable floors and manure gutters shall be cleaned at least daily. Calves shall not be stabled on passageways directly behind cows. The udders, flanks and tails of all milking cows

shall be clipped before stabling in fall and be clean at time of milking. Milkers' hands shall be washed clean before milking and dried thoroughly. Wet hand milking is prohibited. Milking stools shall be constructed of smooth wood, or metal, and painted unless of rust proof material. Milking stools shall be provided with at least three legs and shall be hung or stored in a clean place and kept clean. Milk obtained from cattle affected with any disease liable to impair quality, milk from cattle whose udder secretions are abnormal in appearance and milk produced from cattle fifteen days before calving or seven days thereafter shall be withheld from sale. Milk shall be handled in a cleanly manner; it shall be taken to the milk house or straining room promptly when pail is full. All straining shall be accomplished in the milk house or straining room. Strainers shall be of the single service type. Milk shall be cooled in the milk house to at least 60 degrees promptly following milking except milk delivered promptly to milk plant and cooled to at least sixty degrees Fahrenheit within three hours from time of milking. The stirring of milk with hand operated stirring rods or unnecessary delays in shipping detrimental to the quality of milk are prohibited. All milk utensils including milking machines shall be thoroughly cleaned by scrubbing with suitable brushes and hot alkali solution and rinsing in clean water. The use of soap or soap powder in washing dairy utensils is prohibited. Between each usage utensils shall be treated with steam, hot water or chlorine. Milk utensils shall be used for milk exclusively. When not in use utensils shall be stored on suitable metal racks in milk house in an inverted position at least twenty inches above the floor and protected from contamination.

"(g) An adequate water supply protected from possible sources of pollution and of an apparent safe sanitary quality shall be provided on the dairy farm. Well tops shall be kept water tight and no food, milk containers and other material set in portion of spring from which water supply is obtained."

VISIT TO DEALERS' PLANTS

Plans have been made for members to visit various milk distribution and ice cream manufacturing plants on Thursday morning, November 21st. These trips will be made under the direction of the Field and Test Department. A sight-seeing tour with a visit to Independence Hall is also planned for those who may desire it.

Register at the desk on Wednesday, November 20th. Select the tour you wish to make and obtain free bus transportation ticket."

Trudeau's Trail

(Continued from page 8)

such a treacherous foe there may not be the slightest symptom and yet it will be almost ready to strike. Don't be one of those who say, "Oh, if I have it I do not want to know it. That is why I do not have a health examination. I fear the doctor might find something wrong." Does this not remind you of the ostrich that hides his head in the sand and thinks it is perfectly safe?

Continued wide-spread educational campaigns are most effective weapons. Recent survey figures seem to show that the tubercle bacillus has its back against the wall in a last stand against the educational campaigns and from now on it will be increasingly difficult to show figures lowering the annual death rate. But pasteurization of milk and the elimination of infected cattle, have undoubtedly cut down the amount of tuberculosis in children.

Do you recognize the warning signs and will you act at once?

- 1—Too easily tired
- 2—Loss of weight
- 3—Indigestion
- 4—Continued cough

Since Dr. Trudeau blazed the trail fifty years ago and proved that the disease can be arrested, untold thousands have been restored to health.

Dairy Problems Discussed At Federation Meeting

(Continued from page 7)

"It is Industry. Agriculture's emancipation depends on industry's revival. And that revival can happen only if all artificial checks upon industry, whether they be governmental autocracy, or by private monopoly, are thoroughly removed."

Welty Elected

New Federation directors elected at the business session include B. H. Welty, Waynesboro, Pa., who is also president of the Inter-State Milk Producers' Association and Clyde Foster, Carlisle, Iowa; W. W. Bulard, Andover, Ohio; and B. F. Anderson, Council Bluffs, Iowa.

Cooperatives and Control

(Continued from page 10)

We must not lose sight of the fact as we crawl out of this depression, that industry, which has been somewhat in sympathy with farm legislation, will forget all about us when it again gets on its feet. We will then need more than ever, strong farm organizations of national influence backed up with comprehensive information and those organizations must be headed by capable and effective management.

Keep Politics Out

In conclusion, the time is coming when, in our Federal and State control activities, the milk problem will no longer be considered as a political issue. As it loses its spectacular appeal politicians will no longer see it as a means toward obtaining their election to public office. In those places where political import may remain the first consideration of milk regulation, there can be no hope of cooperation between regulatory bodies and our cooperatives. Farmers should demand that the milk problem be left out of politics.

I repeat that there is a real place for regulation of the milk industry but this regulation must be of a type that places most of the responsibility upon the industry itself with the producers represented by strong cooperatives fortified with accurate and comprehensive statistical information. With regulation of this kind, comprised principally of power to establish trade practices and to arbitrate price differences, the dairy cooperatives will occupy an increasingly important and responsible position. We must be prepared to meet and fulfill this responsibility.

The Joke

Representative Bertrand Snell said of a recent investigation:

"The investigators didn't give the investigated concern a chance. It reminds me of a cowboy story."

"Two cowboys were talking about a visitor from the East."

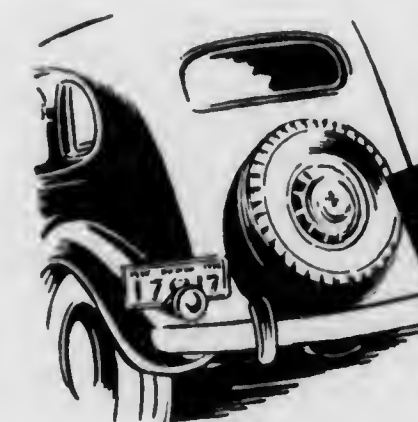
"I'll tell you how we can put it over on him, Bill," said the first cowboy. "This is what you want to do. Go up to him very polite and, ask him what day it is. Then, when he says Friday, smash him, see?"

"But," said the second cowboy, "it is Friday."

"Yah," laughed the first one, "that's where the joke comes in."

—Philadelphia Evening Bulletin.

Teacher: "Who can define indigestion?"
Pupil: "It is the failure to adjust a square meal to a round stomach."



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But the world's first co-op failed—and for the same reason that others have failed since, according to James Stone, Marcellus, N. Y. farmer.

It came to grief because the members listened to those on the outside, instead of steadfastly adhering to the terms of the contract.

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You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC; only \$17.50. Models for 6 v. storage battery, 9 v. DeLaval Unit, 32 v. light plant, 220 v. High Line, \$2 extra. 20 feet of unbreakable rubber-covered cord regular equipment.

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Send only \$1 (specify voltage wanted)—pay postage and balance (two pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

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MEDICATED TEAT DILATORS
For spider test, scab tests, cut and bruised teats, obstructions. Soft, medicated surgical dressings. Fit large or small teats. Easy to insert. Stay in the teat.

STERILIZED
Packed in Medicated Ointment
Large package (48 Dilators) \$1.00
Trial package (18 Dilators) .50¢

UDDER BALM
A soothing, absorbing ointment. Reduces inflammation, promotes healing, keeps udder and teats soft and pliable. .50¢

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Penetrating liquid application for Caked Udder, Sore Teats. May be applied hot, quickly absorbed. Not sticky or greasy. \$1.00

CLERALAC
For thick milk, stringy milk, bloody milk, noncontagious Garget. May be given on the grains. Its action is to "clear the milk." .65¢

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For Intestinal Disorders, Diarrhea in young animals due to gastric fermentation, acid stomach, and intestines. .75¢

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A powerful, penetrating antiseptic and reducing agent for HOOF ROT, Canker, Thrush. Easy to apply, quick in action. \$1.00

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Production Slackens

PRODUCTION of milk appears to be dropping sharply in the Philadelphia milk shed. After several months of high production and plentiful supplies with difficulty in placing dairies we are now finding that some distributors are looking for new dairies and others are urging larger production from their present sources so as to avoid taking on new supplies.

Several factors are contributing to this situation. Lack of rain since early September has reduced pasture growth; the price of cows is high causing many to leave an empty stall or two rather than make replacements, and herds have been held at a high level of production for several months with a let-down now a natural consequence. This let-down occurred during the middle of October and is in sharp contrast to the production report for October 1 when production per cow was higher in every state of the milk shed than it was on October 1, 1934, the same date in 1933, or the October 1 average from 1925 to 1932.

It appears that a slight increase in milk consumption is taking place in this market.

An acute shortage of cream developed in the Philadelphia market late in October and resulted in an advance in cream prices. Cream receipts for the mid west showed a sharp drop early in October but increased later at which time receipts from the milk shed fell off about one-half, due to lower milk production.

There have been a few price changes in other markets. The San Francisco price is \$0.245 cents higher per hundred pounds, Greensboro is up 40 cents and Birmingham is up 10 to 35 cents. Indianapolis, Pueblo, Winona, and Miami report decreases for October.

The manufacturing market shows a 10.5 percent decrease in production of butter in September as compared to August and a decrease of 1.83 percent from September, 1934. September production was 141,141,000 pounds. Total production for nine months was 2.05 percent less than in 1934. Storage stocks were 148,666,000 pounds on October 1 which was 23 million pounds more than a year earlier and 28 million pounds above the five-year average.

Reports indicate that about 149,397,000 pounds of butter moved into consumption during September, or 7.3 percent more than in September, 1934. Consumption of butter during the first nine months of 1935 is 7 percent under the same period in 1934.

September cheese production was 59,491,000 pounds, an increase of 10,036,000 pounds or 20.3 percent

over a year ago. Production up to October 1 was 0.5 percent less in 1935 than in 1934. Storage stocks were 6,000,000 pounds less on October 1 than a year ago but 19,000,000 pounds above the five-year average. Cheese consumption in September was 53,989,000 pounds or 11.3 percent over 1934 and is ahead by 4.4 percent for the first nine months as compared to a year ago.

Evaporated milk production dropped almost 6 percent in September as compared to September, 1934, but for nine months is ahead by 13.7 percent. Supplies of this product in manufacturer's hands on October 1 was 343,132,000 pounds or almost double a year earlier. Movement to consumers was 151,477,000 pounds in September or 10.7 percent more than in September, 1934.

All manufactured dairy products showed in September a 0.7 percent greater combined output, on a milk equivalent basis, as compared to September, 1934. For nine months production is 0.4 percent less.

Consumption Is Up

Trade output (movement into consumption) of all products combined showed an 8.3 percent jump in September compared to a 5 percent drop for nine months. Combined storage stocks were about 18 percent higher on October 1 than a year earlier.

The foreign butter price situation continues favorable with New Zealand butter quoted at 25 cents at London on October 24. Danish butter was 28.6 cents and Dutch butter 27 cents at London on the same date while at New York 92 score butter was 28.75 cents. With these London prices prevailing there is little probability of any importations during the coming season.

Butter prices have shown a steady advance during October, rising from 26.5 at New York on September 30 to 28.75 at the close of the month. The month's average was 28.09 cents, a 1.94 cent increase over September and a 1.16 cent advance over October, 1934.

Prices for 3.5 percent milk for October as set by Pennsylvania Milk Control Board, are:

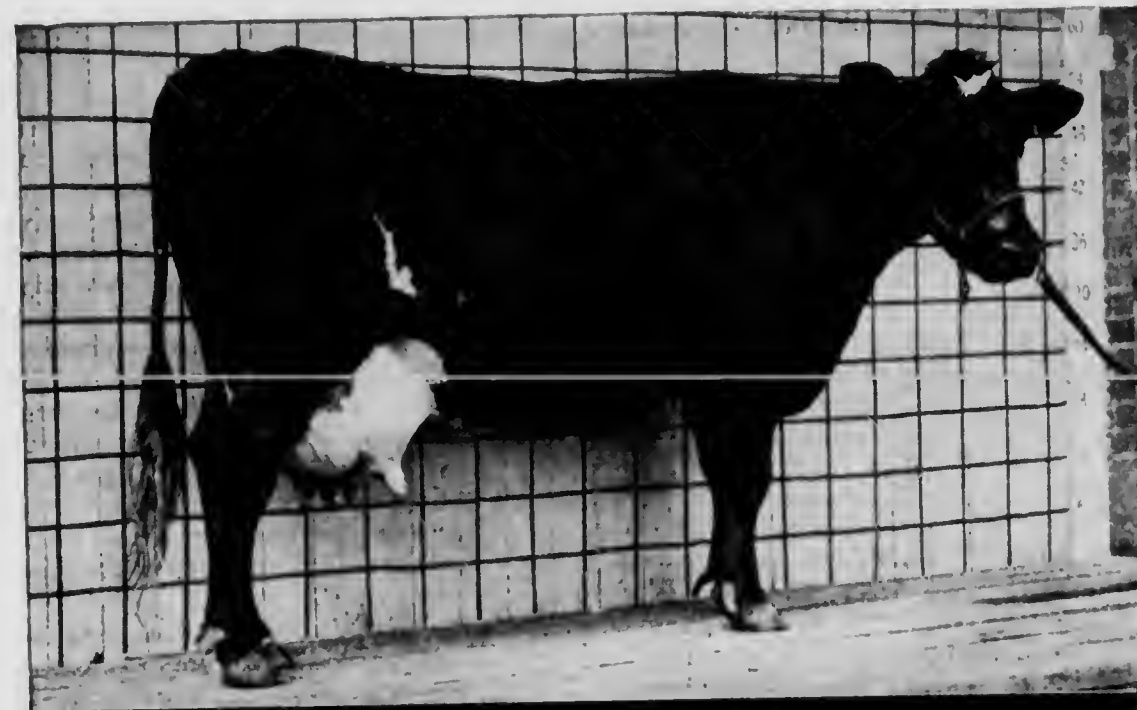
Philadelphia, f. o. b. loading platform or receiving station
Class II & IIB \$1.28
Class III .98

Pennsylvania secondary markets, f. o. b. dealer's plant

Class II \$1.43
Class IIB 1.28
Class III .98

Butterfat differential on Class II and IIB is 4 cents a point. Price of Class III milk of any test is equal to test multiplied by 28.09 cents.

November, 1935



Larro
DAIRY FEED
keeps cows
HEALTHY

Cow 132, 18-year-old Larro-fed Grade Holstein at Larro Research Farm, now in her 12th lactation since her purchase 13 years ago, gives convincing evidence of the rugged health, long life and PROFITABLE PRODUCTION that result when good cows get good care and a daily ration of Larro Dairy Feed. This cow, now milking 50 lbs. daily, recently completed, in her 11th lactation, a record of 13,702.9 lbs. milk in 365 days, on twice-a-day milking.

18
Years Old
and making
50 lbs.
of Milk
Daily

Write today for
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The Larro Dairyman
Valuable and interesting information, prepared by specialists in animal nutrition at Larro Research Farm. Get your name on our list to receive this helpful magazine.

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Detroit, Mich.

Yardsticks of Co-op Success

Three yardsticks must be used to determine the success of a cooperative organization according to F. K. Naegely, president of the Cooperative Grange League Federation Service Stores, in discussing efficiency factors in retail service management before the American Institute of Cooperation at Cornell University.

The first of these is the service that it can render its members; the second is the cost of giving this service; the third is its ability to show net savings to its patrons.

"To measure up well in these particulars," Mr. Naegely said, "it is necessary that the organization make use of every efficiency factor at its disposal. Anything which makes it possible to use resources fully may be described as an efficiency factor. No organization can be semi-efficient. Either it is efficient, or it is not. The efficient manager makes everything at his command—capital, personnel, buildings, equipment, records—work at top speed for the benefit of the patrons.

"But efficiency, he warned, is not something that can be put on like a hat. It is something that must be built into the organization from its inception. At the very start it must be properly capitalized; have an efficient manager; have a first-rate accounting system and be so set up that its probable volume will

be ample to cover operating costs.

"Let us remember that no efficiency factor stands alone. All are interrelated. The efficient use of labor affects and is affected by efficient use of capital. Money costs money. The cost of the capital and the store is represented by the interest. The store cannot operate without capital, but it can make a little capital do a lot of work by efficient management."

Cow Testing Advances

Eighty-four cow testing associations were in operation in Pennsylvania during 1934, testing 33,690 cows. I. O. Sidelmann, of the Pennsylvania State College dairy extension service, reports.

In 51 of the 76 counties of the state there were associations, and 19 counties had two or more associations. Bradford and Tioga counties led with five associations each. Chester, Susquehanna, and Wayne counties had four associations each.

In 66 of the 84 associations the goal of 300 pounds of butterfat a cow was exceeded.

Wigg: "Sorry to keep you waiting, old man; but I've just been setting a trap for my wife."

Wagg: "Heavens! What do you suspect?"

Wigg: "A mouse in the pantry."

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OCTOBER BUTTER PRICES			
Date	92-Scor Philadelphia	Solid Pack New York	Chicago
1	27 1/4	26 1/4	26
2	28	27	26
3	28 1/4	27 1/4	26 1/4
4	28 1/4	27 1/4	26 1/4
5	28 1/4	27 1/4	26 1/4
6	28 1/4	27 1/4	26 1/4
7	28 1/4	27 1/4	26 1/4
8	28 1/4	27 1/4	26 1/4
9	28 1/4	27 1/4	26 1/4
10	28 1/4	27 1/4	26 1/4
11	28 1/4	27 1/4	26 1/4
12	28 1/4	27 1/4	26 1/4
13	28 1/4	27 1/4	26 1/4
14	28 1/4	27 1/4	26 1/4
15	28 1/4	27 1/4	26 1/4
16	28 1/4	27 1/4	26 1/4
17	28 1/4	27 1/4	26 1/4
18	28 1/4	27 1/4	26 1/4
19	28 1/4	27 1/4	26 1/4
20	28 1/4	27 1/4	26 1/4
21	28 1/4	27 1/4	26 1/4
22	28 1/4	27 1/4	26 1/4
23	28 1/4	27 1/4	26 1/4
24	28 1/4	27 1/4	26 1/4
25	28 1/4	27 1/4	26 1/4
26	28 1/4	27 1/4	26 1/4
27	28 1/4	27 1/4	26 1/4
28	28 1/4	27 1/4	26 1/4
29	28 1/4	27 1/4	26 1/4
30	28 1/4	27 1/4	26 1/4
31	28 1/4	27 1/4	26 1/4
Average	28 1/4	27 1/4	26 1/4
Sept. '35	27 1/4	26 1/4	25 3/4
Oct. '34	27 1/4	26 1/4	25 3/4

Annual Meeting

(Continued from page 1)

outstanding dairy marketing authority. He will be followed by Professor Willis Kerns, extension rural sociologist from Pennsylvania State College. Professor Kerns has given thought and study to the social problems confronting our farm folks and how cooperatives can help solve them, pointing the way to a happier farm life with a higher standard of living.

Remember the dates—Wednesday and Thursday, November 20-21. Be there if possible. It will give you a new vision of the possibilities of our dairy cooperatives, the Inter-State in particular—and of the jobs confronting them.

Feed Affects Milk Color

Feed is vitally important in determining the intensity of the yellow

color of milk and other dairy products, according to Dr. J. W. Bartlett, professor of dairying at Rutgers University.

Alfalfa pasture was found to produce the best color with other green feeds ranking closely after this legume. Of all stored feeds, dehydrated hay produced the best color while field cured hay, especially if bleached, was very poor in this respect. Dehydrated hay is hay that has been cured by artificial drying. Carrots are also valuable in imparting a high color to milk.

"Mornin', Hank! Whatcher doin' there?"

"Waal, the old woman is figerin' on drivin' the car, and I'm amakin' the garage door five foot wider."

One way to keep a body from becoming a busy-body is to keep a body busy.—Veck.

SIGN A PROXY

At the bottom of this page is a blank proxy for use by Inter-State members who can not attend the association annual meeting at Philadelphia on November 20-21.

If you have not signed a proxy, clip the one below, fill in the name of some one who is attending the meeting (your Local delegate is first suggestion), sign it and have it witnessed, then turn it over to the person named as proxy.

This will permit him to do your voting.

Why not take care of it now.

Drink Milk for Health

OFFICIAL NOTICE

19th Annual Stockholders' Meeting INTER-STATE MILK PRODUCERS' ASSOCIATION

Broadwood Hotel, Philadelphia, Pa.

November 20-21, 1935

In accordance with the by-laws, the stockholders of the Inter-State Milk Producers' Association will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, on Wednesday, November 20, 1935, at 10:00 A.M. for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and for the transaction of such business as may be necessary.

B. H. Welty President.

A. Ralph Jollens Secretary.

PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION

INCORPORATED 1917
IN THE STATE OF DELAWARE

PROXY—ANNUAL STOCKHOLDERS' MEETING, 1935

Know All Men by These Presents

That I, the undersigned, being the owner of _____ shares of the capital stock of the corporation above named, do hereby

constitute and appoint _____

(Write in Name of Delegate and Alternate)

my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Wednesday, the Twentieth day of November, 1935, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead, hereby expressly revoking any and all proxies or Powers of Attorney of like tenor given by me.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this _____ day of _____, 1935

Witnessed _____

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

[SEAL]

ANNUAL MEETING SPECIAL NUMBER

INTER-STATE

Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE I

Vol. XVI

West Chester, Pa., and Philadelphia, 1

December, 1935

No. 8

Inter-State Makes Future Plans Directors Elected, Reorganization Voted Meeting

ONE WORD—"REORGANIZATION"—covers the central theme of the Nineteenth Annual Meeting of the Inter-State Milk Producers' Association which was held at the Broadwood Hotel, Philadelphia, Pa., on November 20-21. High point of the meeting was the passage of a resolution without a dissenting vote asking the Board of Directors to draw up plans for the reorganization of the Association and when completed, to present these plans, together with a new contract, to the membership for their approval and signature.

Reports of the President, Secretary, Treasurer, and Field and Test Department and of the Philadelphia Inter-State Dairy Council, were heard during the Wednesday morning session and are covered in considerable detail on other pages of this issue.

The Treasurer's report, especially, was well received and extra effort was made to reveal to the membership the sources of the Association's income and the expenses of performing the various services rendered the membership. This report revealed a substantial increase of \$6,982 in the net worth of the Association during the year. This was due almost entirely to a reduction in operating expenses.

President Welty emphasized the need for stronger cooperatives, pointing out the decreasing dependence upon governmental control and the growing realization that the farmers' own organization is his best friend in time of economic stress and also in the legislative halls of the States and the Nation. He expressed appreciation of the spirit in which employees of the Association have performed their work, many times in the face of obstacles and at personal sacrifice.

The election of nine directors resulted in returning to office seven

of the nine directors whose terms expired. H. W. Cook of New Castle County, Delaware, was not a candidate for the office and is succeeded by J. D. Reynolds. Howard W. Wickersham of Kelton, Chester County, Pa., was elected over Philip Price of West Chester, Chester County, Pa. The complete list of officers and directors for the year 1935-1936, are listed on page 4.

Excellent Addresses

The Wednesday afternoon program included a forceful address by Dr. T. G. Stitts, senior economist of the Farm Credit Administration, who appeared in place of F. W. Peck, Cooperative Bank Commissioner. His subject, "Looking Ahead in Cooperative Effort in the Market-

ing of Fluid Milk" covered the same field as Mr. Peck had planned. The points stressed included numerous pitfalls which beset the path of agricultural cooperatives and how to overcome them. These ranged from misinformation and misrepresentation, down to deliberate lies by enemies of cooperatives and also included internal troubles such as individuals within the organization who would sacrifice the Association for personal gain.

Dr. F. F. Lininger, Professor of Agricultural Economics at Pennsylvania State College, covered some of the problems that must be faced in organizing or reorganizing a milk marketing cooperative, such as the Inter-State Milk Producers' Association. Some of the considerations that need careful and skillful study include the extent of the organization—whether the central market only or all the markets within the milk shed—whether to include producers supplying fluid markets only, or all producers within the limits of the milk shed. The type of services which are to be rendered also influence features of the cooperative's charter, by-laws and contract. All these points, Dr. Lininger declared, must be thought out in advance.

The resolutions were disposed of

The exhibit pictured below drew many favorable comments from members and visitors attending the annual meeting.

THE SUCCESS OF ANY ORGANIZATION DEPENDS ON ITS MEMBERSHIP



quickly, copies of most of them having been distributed to delegates in advance and the few that were sent in late having been read to the meeting during the morning session. As previously mentioned, the resolution to develop plans for reorganizing the Association was unanimously endorsed. Another called upon the Pennsylvania Milk Control Board to develop and announce at once plans for determining 1936 and 1937 basic amounts for each producer. This contained a provision asking that basic plans be uniform throughout the milk shed. Other resolutions, all those which were approved being carried in full on pages 16-17, asked for a five-cent per pound tax on oleomargarine, endorsed Dairy Council work and endorsed the work of the National Cooperative Milk Producers' Federation.

Lauterbach Outlines Needs

Mr. A. H. Lauterbach, appearing at the annual meeting for the first time as General Manager, discussed the specific need for strong cooperatives and the necessity for cooperation between State milk control boards and the AAA. He stressed the probable continuance of some form of control emphasizing that producers can get fair treatment only through effective organization. The specific need for reorganization was outlined by Mr. Lauterbach, together with some comments on the handicaps imposed by the present corporate set-up and contract.

More than 600 guests attended the banquet on Wednesday evening, which was given over entirely to food and fun. Howard McNabb proved to be a clever and interesting toastmaster, while Dr. Alexander Cairns of New York City delivered an inspiring address on "The Man Worth While." Several acts of high class entertainment followed.

Tours Draw Crowds

The tours to milk and ice cream plants on the second morning required the use of four special buses which were chartered for the occasion. Seventy-six made these tours. In addition 42 made the historical tour which covered points of interest about the city, spending an hour at Independence Hall which houses, among other things, the famous Liberty Bell.

Dr. Roger Corbett, Senior Extension Economist of the U. S. Department of Agriculture, was the first speaker on the Thursday morning educational program. His subject, "Dairy Market Problems", included a discussion of probable future trends of dairy production. He spoke for relatively fewer cows during the next six or seven years with cows bringing good prices and in demand. Dr. Corbett called the

attention of all delegates to the Northeastern Dairy Conference, which will hold its next meeting in Philadelphia, Pa., perhaps on January 7-8. More complete details of the Conference with the tentative program will be found on page 3. This Conference will be open to all milk producers, Inter-State members being especially urged to attend.

With the talk on "Making the Local Association Effective" by Willis Kerns, Extension Rural Sociologist at Pennsylvania State College, the formal program was brought to a close. This talk was prepared with especial attention to the problems of Inter-State Locals, how they can be more effective and their programs be more worthwhile. His

address, which appears in full on page 17, is urged upon every Inter-State member who is desirous of helping build up a stronger Association.

Following a summary by Mrs. E. C. Dunning, Chairman of the Women's Committee, of the special women's program held on the first forenoon of the meeting (see page 15), the program was thrown open for discussion. Asher B. Waddington, director from Woodstown, N. J., expressed his appreciation of the fine spirit and unity of interest shown by the members and delegates while F. P. "Daddy" Willits, the Association's organizer and first President, forecast continued advancement and influence for good by the Association.

Directors Re-Elect Officers

Following the election of directors at the 1935 annual meeting on November 20-21, the board of directors of the Inter-State Milk Producers' Association met on November 22. All members of the old board were present except H. D. Allebach, H. W. Cook, Philip Price, and S. U. Troutman. Several details of unfinished business were brought up and disposed of, following which the 1934-35 board adjourned sine die.

The new board was then called to order by B. H. Welty who served as chairman. All directors were present except H. D. Allebach, who was called away on business, and S. U. Troutman who was ill. Officers for the year 1935-36 were elected, all the previous officers being retained. The complete list of officers is as follows:

President, B. H. Welty
Vice-president, A. R. Marvel
Secretary, I. Ralph Zollers
Ass't. Secretary, H. E. Jamison
Treasurer, Frank M. Twining
Ass't. Treasurer, F. P. Willits
General Mgr., A. H. Lauterbach
Editor and Business Manager of the Milk Producers' Review, H. E. Jamison.

The board then proceeded with the selection of the executive committee which acts for the board between regular board meetings. A motion to make F. P. Willits an Honorary Life Member of the executive committee was brought up and passed unanimously, Mr. Willits not voting.

The following seven directors were also elected to the executive committee:

E. H. DONOVAN
C. H. JOYCE
J. W. KEITH

Northeast Dairy Conference

Meets in Philadelphia, January 7th and 8th

PENNSYLVANIA will be host to the Northeastern Dairy Conference which will be held in Philadelphia on January 7-8. In fact, the entire Philadelphia Milk Shed will be the real host for the Conference will discuss problems of interest to all producers in this area. It is broader than state boundaries, looking at the problems confronting us as they affect dairymen throughout the entire Northeast.

This conference was organized at a meeting held in New York City in November, 1934. Since then it has held a general meeting at Boston and the several committees are active in handling detailed problems.

The set-up of the conference, the plan of work through committees, much of the personnel of those committees and many accomplishments of the committees and of the entire conference are covered in considerable detail on pages 20-21, as told at the Inter-State annual meeting by Dr. Roger B. Corbett, senior extension economist of the U. S. D. A. who is acting as secretary of the Conference.

The Conference will hold its January meeting at the Broadwood Hotel. All sessions will be open to the public although tentative plans call for a business session on the second afternoon at which only the voting delegates, each representing some farm organization, will be granted a vote.

Incidentally, the conference extends from Maryland and West Virginia on the South and Southwest, to Maine, and includes all states within those extremes, 12 in number.

The program, as tentatively arranged, calls for full and complete treatment of three important subjects that are directly affecting milk producers in all parts of the Northeast. Dairymen in this shed are given a rare opportunity to attend the conference in person and to hear the discussions first hand.

On January 7, the morning session, which convenes at 10 o'clock, will be confined to "Producer and Dealer Relationships". It is planned to obtain men of ability and experience to discuss this subject from the producer's or cooperative's view point, from the dealer's view point and also from the view point of general farm organizations.

The afternoon program on that day, as now planned, will be devoted to discussion of "Present and Future Needs of a Cooperative" and should be especially interesting

to Inter-State members as we are now faced with reorganization which is tied in closely with ideas that may affect both the present and the future of this organization as well as others in the Northeast, all of which must be looking ahead with an eye on their future needs.

The second morning program will likely concentrate on "The Place of Government (State and Federal) in Stabilizing Milk Markets". Early plans obtained from the committee indicate their intention to have someone with active experience in State control, someone with active experience in Federal control and someone from the industry, preferably a producer, discuss this subject.

Because Philadelphia is perhaps more successful in milk educational work through our Dairy Council than any other market in the Northeast, it is planned to devote a part of each session to Dairy Council activities, to show how the value of milk is emphasized in schools, at clubs, and before other groups. This is planned not only to show dairy leaders in other sections of the Northeast, but also our people right in this milk shed, just how the Dairy Council functions and the results it is obtaining.

In connection with this, it is hoped that the dairy barn and model farm, together with its herd of four cows, which is being planned at the Philadelphia Zoo, will be completed and ready to open when the Northeastern Dairy Conference meets in Philadelphia. This feature in the Zoo has been planned by the Dairy Council because an accurate estimate indicates that 140,000 school children in Philadelphia have never seen a cow.

Special attention is called to the Dairy Council report given by C. I. Cohee, executive-secretary, at the Inter-State annual meeting, which appears on page 8.

Plans are under way to obtain a speaker of national prominence for the evening program on January 7. At this writing only a tentative list of speakers has been drawn up although the subjects for the entire Conference and the general plan of the meeting is virtually completed.

Again we urge all Inter-State members, other milk producers and farm leaders to attend. It will provide two full days of exchanging experiences and opinions. The first day, especially, should be of keen interest to local producers. This

Conference will be in session at just about the time you will be getting your January Review. That will be too late to give you through our columns details as to speakers and late developments. Please watch your general farm papers and your local papers for details. County agricultural agents and vocational agricultural teachers will also have full information.

Allebach Assumes New Position

The numerous friends of Mr. H. D. Allebach, located in every part of the Philadelphia Milk Shed, will be pleased to learn of his new position with the "Producers' Committee" of those supplying evaporated and condensed milk plants.

Mr. Allebach's immediate duties will be the supervision of check testing, checking of weights and general field work designed to adjust irregularities and to assure producers of fair treatment in all their transactions with the manufacturers.

He will be responsible to the Producers' Committee consisting of seven men, leaders in dairy cooperatives who have had extensive experience in evaporated milk. This Committee has been established through authority granted in the evaporated and condensed milk marketing agreement of the AAA. All funds for this Committee, including the salaries and expenses of all its employees, will come from the producers and all work will be in their interests.

The qualifications of Mr. Allebach are well known to dairy leaders in all parts of the country, his reputation extending far beyond this milk shed. He understands farmers, their needs, and especially their milk marketing problems. Although his work will take him to every part of the country where evaporated milk plants are found, he will spend most of his time in the mid-west with plans calling for the establishment of an office for the Committee in Chicago. When this develops, he will have his headquarters there also.

The Committee includes George Ruppel and a Mr. O'Connor of Wisconsin, F. W. Beach of Detroit, Mich., E. W. Tiedeman of St. Louis, Mo., J. J. Murray of Tennessee and L. A. Chapin of North Bangor, New York, who is Chairman.

Mr. Allebach received the news of his selection for the new position on the evening of November 20, only a few hours after being re-elected without opposition to the Board of Directors of the Inter-State Milk Producers' Association. He assumed his new duties on November 22.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of October, 1935:

	NO.
Butterfat Tests.....	7969
Plants Investigated.....	29
Calls on Members.....	657
Quality Improvement Calls.....	16
Herd Samples Tested.....	455
Membership Solicitation Calls.....	40
New Members Signed.....	12
Cows Signed.....	83
Transfers of Membership.....	3
Brom Thymol Tests.....	130
Microscopic Tests.....	163
Meetings of Locals.....	90
Attendance.....	3082
Educational Meetings.....	3
Attendance.....	143

INTER-STATE MILK PRODUCERS REVIEW

Official Organ of and Published Monthly by
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Cooperative Community Department

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Milk!!! The Food For All Ages

"Daddy" Willits Honored By Board of Directors

The Board of Directors of our Association bestowed a signal honor upon F. P. "Daddy" Willits at its meeting on November 22. Seeking to reward "Daddy" in a permanent and fitting manner for his services to the Association they made him an Honorary Life Member of the Executive Committee of the Association.

Most Inter-State members well know that it was "Daddy" Willits who organized the Inter-State Milk Producers' Association back in 1916, and who served as first President of the Association when the charter was obtained in March, 1917. He held that position until December, 1921, when he refused to accept the honor again, urging that the responsibility be passed to others. "Daddy" continued to serve as director and as a member of the Executive Committee, being re-elected to the board every third



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CHRISTMAS SEALS

year as his term expired, and was always selected by his fellow directors to serve on the Executive Committee.

His new position as Honorary Life Member of the Executive Committee gives "Daddy" the privilege of attending and participating in all meetings of that group where his counsel and judgment is always welcomed.

The Job Ahead

The members and delegates attending the Annual Meeting issued an unqualified demand on the Board of Directors to proceed with the development of reorganization plans. The resolution endorsing this move is printed in full on page 17. Please read it carefully.

Every effort will be expended toward rapid action. We warn our members, however, not to demand or expect results within a month or two. We make this warning because we dare not make mistakes now—we must do this job right and hope that it will stand the test of time for another nineteen years—as our present Inter-State has done.

First, we must be sure of our legal ground work so that the charter the by-laws and the membership contract when put into effect will be legally and economically fool proof.

Second, the set-up must be planned so that a smooth working, quick acting organization will be obtained and one that will unquestionably put and keep the members' interests first at all times.

Third, we must look to the future and plan a set-up which will provide for possible future developments and needs as far as they can be foreseen at present.

Watch the REVIEW for developments. Get and keep in touch with your director and fieldman for more detailed information. Drop in at our office or write us. We want your full interest and will do everything within reason to assure you of getting full information.

How True

The people are not sure who are their friends and who their enemies because for 40 years they have been feeding more and more upon scandal, sensation and excitement, instead of upon important news.

The headlines of the daily papers, which scream of crime and exposures and personal attacks, are their meat. They lap up the news columns, which reek with gossip and rumors that mislead and confuse them, and with propaganda in which fact and falsehood are cleverly interwoven.

—DONALD RICHBERG.

Class I Percentages Show Increase

Milk producers in the Philadelphia area obtained Class I price for higher percentages of their basics in October than for several months. This was the result of decreased production and a continued strong demand for milk. The table of percentages given below applies to purchases made in Pennsylvania, Maryland and Delaware.

The weighted average price of milk of all classes was \$2.413 per hundred pounds, f. o. b. Philadelphia, in October, an increase of 11.6 cents over August, as based on available information. The weighted average price at receiving stations in the 51-60 mile zone was \$2.006 per hundred pounds and in the 91-100 mile zone it was \$1.964, an increase over September of approximately 10 cents per hundred pounds in each zone.

Basic Utilization Percentages October, 1935

Dealer	Class I	Class II	Class III	Class "A"	Bonus
Albion Dairies, Inc.	92	3	35	Bal.	77*
Delchester Farms	84	Bal.	—	—	—
Fraim Dairies	84	9	—	Bal.	—
Harbison Dairies	95	20 (& 11B)	—	—	75†
Martin Century	80	Bal.	—	—	95*
Myers Dairies	85	15	—	—	92P
Scott-Powell	79	Bal.	—	—	68†
Supplee-Willis-Jones	81	—	Bal.	—	72*

*—"A" bonus on percentage of Class I.
†—"A" bonus on percentage of production up to full basic amount.
P—Percentage of shipments.

Inter-State Milk Producers' Ass'n

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
E. Ralph Zellers, Executive Secretary
F. M. Twining, Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
A. H. Lauterbach, General Manager

Board of Directors

H. D. Allebach, Trappe, Montgomery Co., Pa.
S. K. Andrews, Hurluck, Dorchester Co., Md.
John H. Bennetch, Shenandoah, R. 1, Lebanon Co., Pa.
Fred W. Bleiler, New Tripoli, R. 1, Lehigh Co., Pa.
Ira J. Book, Strasburg, R. 1, Lancaster Co., Pa.
E. M. Crowl, Oxford, R. 4, Chester Co., Pa.
E. H. Donovan, Smyrna, R. D. Kent Co., Del.
Chester H. Gross, Manchester, R. 1, York Co., Pa.
C. H. Joyce, Medford, Burlington Co., N. J.
J. W. Keith, Centerville, Queen Anne's Co., Md.
Oliver C. Landis, Parkside, R. 3, Bucks Co., Pa.
A. R. Marvel, Easton, Talbot Co., Md.
Wm. G. Mendenhall, Downingtown, Chester Co., Pa.
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Albert Serig, Bowers, Berks Co., Pa.
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M. L. Stitt, Spruce Hill, Juniata Co., Pa.
John Carvel Suttin, Kennelystown, Kent Co., Md.
S. U. Troutman, Bedford, R. 2, Bedford Co., Pa.
R. I. Tusey, Hallsburg, R. 3, Blair Co., Pa.
Asher B. Waddington, Woodstown, Salem Co., N. J.
B. H. Welty, Waynesboro, Franklin Co., Pa.
Howard W. Wickensham, Kellton, Chester Co., Pa.
F. P. Willits, Ward, Delaware Co., Pa.

Executive Committee

A. R. Marvel, Chairman
F. P. Willits, Honorary Life Member
E. H. Donovan
C. H. Joyce
J. W. Keith
Wm. G. Mendenhall
M. L. Stitt
B. H. Welty

We Need Strong Cooperatives

B. H. WELTY, President

Inter-State Milk Producers' Association

ALMOST BEFORE WE are aware of it another year has passed and our association is still confronted with problems incident to dairy price recovery and Federal and State control of milk marketing. Our control boards have issued orders intended to help clarify the unsettled conditions that have arisen during the past several years when we were in the depths of a depression. Much of the confusion of thought and the dissatisfaction with marketing conditions is traceable directly to conditions that arose from or came to a head during the depression.

The cooperative movement has developed to a much greater degree in many foreign countries than it has here in America. The small farms and crowded conditions in Europe make it much more necessary for them to get the very highest returns from their farm crops. They have recognized that only through their cooperative organizations can they obtain these high returns. It is not uncommon for them to belong to a half dozen different cooperatives, one for each farm crop that they produce for market. We in America can benefit from their experience.

The cooperative movement showed its first big development in this country during and immediately following the World War when changing prices were taking place almost daily. Many producers then recognized that if they were to get proper returns for their farm crops it would be necessary to organize, and the large fruit growers in the far west had recognized this need even earlier.

"Utopian" Ideas Passing

The adage that "necessity is the mother of invention" applies to our economic situations as certainly as it does to mechanical equipment. It is evident that this necessity will be a stimulus for more and stronger farm cooperatives which must be developed for our own protection in order to compete with other industries for our just share of the nation's wealth.

The Utopian idea, current during the last two or three years, that State and Federal control of the industry would solve easily and quickly all our problems in the milk industry is rapidly passing. Our producers are impressed more and more with the necessity of good strong cooperatives in order that they may make their collective voice heard and that proper cooperation can be obtained among farmer groups and with governmental bodies. Strong cooperatives can be of great value to the industry.

Co-ops Must Work Together

The importance of a closer relationship between the cooperatives of our Eastern seaboard has also manifested itself with special relation to its cream supply. It is not economically sound for Philadelphia to ship cream to Washington or Baltimore for example, while on the same day cream may be shipped from Washington or Baltimore to Philadelphia with the net result that producers in all markets are the losers and only the cream brokers and transportation agencies stand to gain.

I believe that there is a definite place in the picture for our state milk control boards plus a degree of federal supervision where the market is so definitely confronted with

receive reports of purchases and sales, check dealers records on certain fundamental points and obtain such additional information as would be deemed advisable for the best interests of the industry.

Federal control would enter the picture in order to establish similar agreements and perform similar functions in cases where milk crosses state lines. It would recognize milk sheds as a whole whereas a state control board has no jurisdiction beyond the boundaries of its home state.

We Must Guard Quality

A recent court decision states that milk or cream that meets the necessary sanitary standards can not be excluded from a market regardless of whether or not that particular market may have an ample supply of its own.

We feel compelled to conclude, therefore, that if we desire to save our own markets for our own producers or for producers within the natural boundaries of our milk shed we can accomplish this only by maintaining a very high standard of quality. This will prevent producers outside our market from competing because of our superior quality plus the additional transportation expense outsiders would incur in shipping to our market.

We must build stronger cooperatives so that we as farm people may be able to compete with other industry. Only by working together will the cash returns from our farm crops be in proportion to the returns obtained by other major industries when considered on the basis of time and cost of production.

We must be very careful that the consumer understands the necessity for our joining together into cooperatives and that the purpose of organizing is to improve our economic situation. We must guard against them getting the false impression that we are trying to make them pay excessive prices, but rather to keep them informed of our true purpose which is to get fair prices.

Legislative "Watch Dogs"

The necessity for agriculture to be represented at all times in our legislative halls, at our State capitols as well as at Washington, is becoming more and more evident. Other types of industry are there to look out for their interests and agriculture can no longer stay at home and hope that our elected legislative representatives will take care of it for us without further guidance. Whether we desire it or not we must be represented there to see that our legislators, both State and Federal, have access to the facts and we must interpret those facts to them or the other fellow will—and to his advantage. We must see that the legislation passed is not harmful but when needed is helpful to the greatest industry in this country.

During the last year many of our farm crops and products have regained a price at or close to normal. This has had some beneficial effect on our milk market, and as the pendulum continues to swing back, more and more farmers will turn from milk back to the crops and livestock products they produced before the depression.

The Government's program for the elimination of Bang's disease is likewise having its good effects upon the industry. I feel it is a golden opportunity for our



B. H. WELTY

inter-state commerce as is our own. It is possible that courts may be asked to decide the legality of price fixing. Should they decide adversely it will take away one of the functions specified by law for both our Pennsylvania and New Jersey boards. In such a case I can see certain beneficial effects by placing upon the industry itself the responsibility of agreeing upon an order and acting as a policing agency against those that may violate such an order. The control board could well act as an arbitration body in case the industry itself is unable to agree upon a program or certain details of it.

Let Industry Agree

I believe there will be very little need for enforcement if the industry itself agrees upon an order that is based upon sound economics and that recognizes competitive situations. It would then be necessary little work by the board other than the bringing in line those known as chiselers. As a help in accomplishing this, the board could

membership to begin ridding their herds of this most disastrous disease.

I am much pleased with the number of our farm women that are coming to many of our local meetings and the interest they manifest in the affairs of our association. Our problems are their problems because their welfare depends so greatly upon successful marketing of our milk.

Some way must be brought about to have more of our farm boys and girls become cooperative minded for only too soon they will be the ones to replace the parents that are now operating our farms. Unless

they are now taught the necessity for cooperation they will have to learn all these lessons on the need for cooperatives over again in the school of experience and hard knocks. We cannot expect better living conditions on our farms with more and more of our children, especially those with greatest ability, going to the city instead of remaining on the farms.

Attitude Improving

With the improved attitude of our membership generally our Directors and Field-

men have been able to devote more of their time to formulating and putting into effect more constructive services. These will help correct many of the difficulties that have arisen over the past few years and I wish to express my appreciation for their cooperation in getting these movements under way. Likewise our office force has cooperated with us at every turn, taking care of extra work willingly and with enthusiasm. This cooperation by them is a valuable asset to our organization and demonstrates the fundamental spirit of cooperation.

Problems We Must Face

A. H. LAUTERBACH, General Manager

Inter-State Milk Producers' Association

IT WAS JUST ONE YEAR ago that I appeared on your program. At that time I was connected with the A. A. A. at Washington and my principle concern was the forty to fifty milk sheds that were under Federal license. Today my principle concern is the Philadelphia milk shed and nearby markets. No one realizes more than I do that the milk problems are a long way from being solved in spite of all the regulatory bodies, both Federal and State, that have been trying to control the milk industry the past several years.

There is no question but what regulation of the milk industry in some form is here to stay. There are, however, many different opinions as to just how this regulation will finally end. There are those that hope and pray it will end completely as soon as the national emergency ends. I, however, can not convince myself that the time will come when there will be no emergency whatever in the milk industry and therefore I see no end to regulation.

There are those who would like to see the distribution of fluid milk develop into a public utility, but to me this step would be another setback to the farmer and lessen his chances of ever receiving a fair price for his milk. Under a public utility set-up the consumer would have a tremendous advantage on account of his voting power, as the price of milk would, no doubt, be controlled somewhat by municipal elections at which the consumer has the greatest voice.

Danger in Milk "Utility"

Typical of what might happen was the "platform" on which several candidates recently ran for city council jobs at Madison, Wisconsin. Their platform was 5-cent milk—and they meant 5 cents to the consumer. Suppose city politicians in our markets should be elected on such an issue—and then attempt to make good on their promises.

I am going to repeat what I said at our annual meeting a year ago: the farmer's only solution is strong cooperative associations whose membership is properly informed at all times as to their milk marketing problems. With a well-informed membership a cooperative will be in a position to cooperate with the handlers of milk and with control bodies and get for you a price that is as fair as economic conditions will permit.

"Lawyer" Control

It is interesting to note the outstanding opposition in the eastern part of the United States toward an agricultural adjustment program and one of the amusing things which I want to call to your attention appears in the October 19th issue of *Business Week*, which reads as follows:

"Although it's probable that every bar association in the country is overwhelmingly opposed to the New Deal, we now find the Philadelphia Bar Association

committed to a local application of a particularly drastic New Deal policy. The Association has voted to submit plans to the Board of Judges for limiting the number of lawyers in Philadelphia.

"This is the policy of scarcity. It's an exact parallel to the plowing under of crops by the A. A. A. We grant that lawyers are court officers and that a limitation of lawyers may therefore be supported on the grounds of public policy. But that isn't the motive of the Philadelphia lawyers. They've found that 69 lawyers are on the county relief rolls, and they want to make it easier for the average lawyer to earn a living. The same motive would justify a limitation of the number of doctors, dentists, druggists, butchers, and bakers."

There probably is no other group of professional men that have been more outspoken than the attorneys of this country against an agricultural adjustment program, and right here in our wonderful city of Philadelphia they themselves now want to control production of lawyers because they can not all make a decent living.

Vote For the Best Man

The time has come when all agriculture must join hands to hold what we have gained in the way of legislation during the past few years. We have all read in both Republican and Democratic papers of the East that food prices are too high. Certainly, we all agree that farmers can not raise hogs, wheat, corn, tobacco, etc., for less than the prices they are now getting. Farmers of this country must forget that their fathers were Democrats or Republicans and vote for men who will pledge themselves to work for legislation fair to them regardless of the party where we may find such men.

In order that there be no misunderstanding about my attitude I shall quote some comparisons of food prices of recent date with the 1923-24 period and with 1929.

"Comparing prices of October 8 with the average for 1923-25 now generally taken as a normal base, figures showed that only meats exceeded the average, the Bureau of Labor Statistics index (for meat) being 101.3 percent. The index for all foods was 79.9 percent of the 1923-25 average; for cereals and bakery products 93.4; for dairy products 73.5; eggs 83.8; fruits and vegetables 51.8.

Compared with 1929, food prices were nearly all substantially lower, as illustrated in the following table:

December, 1935

Article	Price Sept. 24, 1935	Percent Change from Sept. 1929
DAIRY PRODUCTS		
Milk, quart	11 7	18 2
Cheese, lb.	25 7	32 2
Butter, lb.	23 4	40 9
BEEF		
Round Steak, lb.	36 5	20 8
Rib Roast, lb.	29 8	20 5
Chuck Roast, lb.	23 4	23 8
PORK		
Chops, lb.	39 1	5 9
Lard, lb.	22 2	+20 0
LAMB		
Leg of Lamb, lb.	28 3	28 4
POULTRY AND EGGS		
Hens, lb.	29 5	24 7
Eggs, doz.	40 1	24 2
BREAD		
White, lb.	8 2	8 9
CEREAL PRODUCTS		
Flour, lb.	5 1	3 8
Macaroni, lb.	15 5	20 9
Wheat Cer., 28-oz. pkg.	24 7	3 1
VEGETABLES - Canned		
Corn, No. 2 Can	12 4	21 5
Peas, No. 2 Can	16 8	+1 2
Tomatoes, No. 2 Can	9 6	25 6
VEGETABLES - Fresh		
Potatoes, lb.	1 7	56 4
Onions, lb.	3 7	36 2
Cabbage, lb.	2 6	49 0

Since coming to this organization on July first I have attended forty-nine meetings of association Locals and other farm groups in this area at which the total combined attendance was 11,700. At these meetings we discussed freely and frankly the problems of our market and our association and the needs to improve both the market and our Inter-State.

Similar Problems Everywhere

Inter-State problems and difficulties are similar to what many other cooperatives have had to face during the depression. I might add also that private industry and individuals all have had their trials. There is no question in my mind, and there should be none in yours, but that Inter-State has in the past accomplished many advantages for its members. I could go on and enumerate them but that would be only repeating what you already know. You are now interested in the future and not in the past.

The question now is "What can we do now to make further progress?" and progress must be made or the association will go backward and eventually fail completely. We are fortunate in having a real foundation on which to build. I am highly pleased with the personnel in the organization. It is not perfect but many types of ability are present and with some shifting of responsibilities as different abilities are developed we will build a stronger organization.

There are other cooperatives developing in this area, started possibly because of dissatisfaction with the accomplishments of the Inter-State during the depression. It is my desire to cooperate with the leaders of these other cooperatives for the welfare of all farmers in the Philadelphia Milk Shed.

Our Immediate Needs

Many of you have heard me tell what I think is necessary in order to make progress. First—We have a contract that has had only one small change during nineteen years and to my way of thinking a new contract is necessary. Second—Only about half our membership is active. By that I mean only about half pay dues to the association. Third—There is also an attitude of indifference among many of our members which is partly due to lack of information. To overcome this, active locals must be established and meetings held at least four times a year. At these

meetings complete information should be made available. Fourth—We must establish a statistical department so that we can, at any meeting, reveal to our local members just how their production is running compared to the market as a whole, how consumption compares with production, how our prices compare with other markets, etc. We must be able to show individual producers just how their production has been running and what prices they have been receiving.

It is very annoying to me to go to meetings and find that only a small percentage of our members know how much they are actually receiving net per hundred pounds of milk. We are often asked how we know the dealers are paying us the correct price. In order to establish confidence in the minds of our producers I believe we should audit the purchases and sales of our buyers to make sure our farmers are paid for milk according to its use. In order that there may be no misunderstanding I want to make it clear that I am one of those who



A. H. LAUTERBACH

believes there is just as much honesty among the handlers of milk as there is among business men in other activities. But there are always some that need to be watched.

My previous position gave me an opportunity to work with the handlers of milk in all parts of the United States and I want to report to you here today that I am highly pleased with the type of men that are in the distribution of milk in the Philadelphia area. With a cooperative organized according to up-to-date laws and operating according to up-to-date methods, the Philadelphia market should again be one of the outstanding markets in the United States.

Our method of electing directors is very complicated and expensive. The other cooperatives of this country have practically all simplified their elections and we should make a study of this problem and bring our system up-to-date. This can be accomplished in carrying out reorganization plans.

The Inter-State must reorganize itself to be in a position to cooperate with other cooperatives of this country in handling the surplus cream problem. Cooperatives of the East and Midwest are today doing just what individual farmers did around Philadelphia before the Inter-State started and that is competing with each other for a market, thereby lowering prices. The reason Inter-State and every other cooperative was organized does not need repeating beyond saying that working together gave strength to our individual

efforts. Cooperative leaders in the National Milk Producers' Federation are now considering ways and means to handle surplus cream cooperatively, thus stopping competition among the cooperatives. This will add even more strength to our efforts, strength which will be needed as our jobs as cooperatives become harder.

Praises County Agents

We are greatly encouraged by the cooperation we have received from the extension directors and county agents in helping us conduct our local and district meetings. During the depression we have heard a great deal of criticism of our extension forces and in the Middlewest it looked for a time as though much of their work would be completely eliminated on account of lack of funds. Let us not forget that what we are all after is a higher standard of living and better conditions generally on our farms and if it was not for the work done by the extension people of this country we would not have today the standard of living on our farms that we do have.

Every progressive movement such as improving the soil, improving the seed, etc., has been pushed by the county agents. The cooperative movement has been fostered in many places by the county agents. Sometimes we get discouraged because certain county agents may not give us the kind of cooperation we expect. This is not always the fault of the county agent because he may be in a territory where the subject is very unpopular and he must work for all his people.

We invite the extension people interested in the Inter-State territory and all others interested in our Philadelphia market to feel free at all times to come direct to us with criticisms and suggestions if at any time they think we are pushing a program that is not sound.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk for November, Weighted Average price for September (S) or October (O). All prices f. o. b. city except New York price applies to 201-210 mile zone.

Market	Class 1 Price	Retail Price	Weighted Average Price
Philadelphia	\$2.60	11	\$2.413 O
Pittsburgh	2.48	11	?
New York City	2.445	13	\$1.57 S
Baltimore	2.38	12	?
Washington	2.73	13	?
Boston	2.95	12	2.193 O
Hartford	2.935	13	2.398 S
Richmond	2.70	12	2.33 S
Detroit	2.48	12	1.95 S
Akron	2.10	10	1.75 S
Milwaukee	2.05	10	1.71 O
Kansas City	2.03	11	1.78 O
St. Paul	1.75	10	1.50 S
Portland, Ore.	1.84	10	1.675 O
October Prices			
Louisville	2.225	12	1.885 O
St. Louis	2.25	10	1.67 S
Seattle	1.75	9 10	1.209 O

A congressman always faithfully represents that group of his constituents who scare him most.—*Flour-ence (Ala.) Herald*.

"What is a budget?"

"Well, it is a method of worrying before you spend instead of afterward."

Telling the Story of Milk

Dairy Council Reaches Nearly Million Consumers

NEARLY A MILLION consumers were reached last year by the Philadelphia Dairy Council, as reported by C. I. Cohee, Executive Secretary, at the first day's session of the Inter-State Milk Producers' Association annual meeting.

The annual report of the organization shows that the industry through the Dairy Council has been able to place its message for increased use of milk before 900,000 individuals by means of personal interviews, nutrition lectures, food demonstrations, and motion picture showings. This is exclusive of those reached indirectly with 840,000 pieces of literature.

Widely differing types of adult and school groups reached with Dairy Council through direct contacts include teachers, supervisors, principals, health centers, school nurses, clubs, churches, factories, department stores, P. T. A.'s, mothers' clubs, citizenship classes, settlements, Y. M. C. A. classes, dentists, hygienists, relief or Red Cross workers, and others.

This continuous educational campaign of the dairy industry in this market for the purpose of increasing the consumption of fluid milk is generally conceded to be not only one of the most effective forms of advertising, but one of the least expensive as well.

The cost to the individual producer is 1.2 cents daily. The total cost for a contact of from fifteen minutes to an hour or more, with each of these 900,000 consumers averaged less than 8 cents per contact.

Mr. Cohee in his report, pointed to an encouraging improvement in local milk consumption, despite the fact that such improvement is not reflected in the neighboring markets of New York and Boston.

Permanent Exhibit Placed in Institute of Science

Among the highlights of the past year was the presentation by the Dairy Council of a permanent milk exhibit in the new Franklin Institute of Science. This exhibit was assembled at a cost of \$5000, of which all but \$175 was received from donations outside of regular Dairy Council funds.

This thirty-six foot exhibit utilizes motion, sound and film in strikingly showing the processes involved in transportation of milk from the farm to the consumer's doorstep. It occupies a prominent place in the Franklin Institute's new building on the Parkway. Last year 1,200,000 persons passed through the Institute, whose exhibits are open to the public.

Cows and Barn to Become Part of Philadelphia Zoo

Announcement was made by Mr. Cohee that the Philadelphia Zoo is shortly to include cows among its various animals. These cows will be housed in a small model dairy barn where thousands of city-born children may not only see real cows, but watch them milked as well. The Philadelphia Zoo will be the first in this country to show cows in their actual dairy barn setting.

The barn is now being constructed, with the Dairy Council supplying the materials while the Zoo contributes the labor. Although far from completion, the barn and cows as a part of the Philadelphia Zoo have become "front-page" news.

It is a project initiated by the Dairy Council as one more additional means by which the dairy industry may call attention to its quality product, milk.

Educational Service Through Vocational Schools

Increased consumption must necessarily be accompanied by a high standard of quality. The Dairy Council is an educational organization. Its promotional work with city consumers is accompanied by a service to the industry itself of bacteria and sediment testing. Such tests of milk from individual producers, numbering 37,743 during the year just ended, are a basis for tracing causes for rejections at milk plants and enabling the production of a high quality milk.

In addition to this bacteriological service to the industry, the Dairy Council is supplying assistance to the instructors of vocational agriculture in modern dairy production methods. Microscopes and other aids not often a part of the equipment in local schools are thus being made available for vocational teachers.

The Council Organization

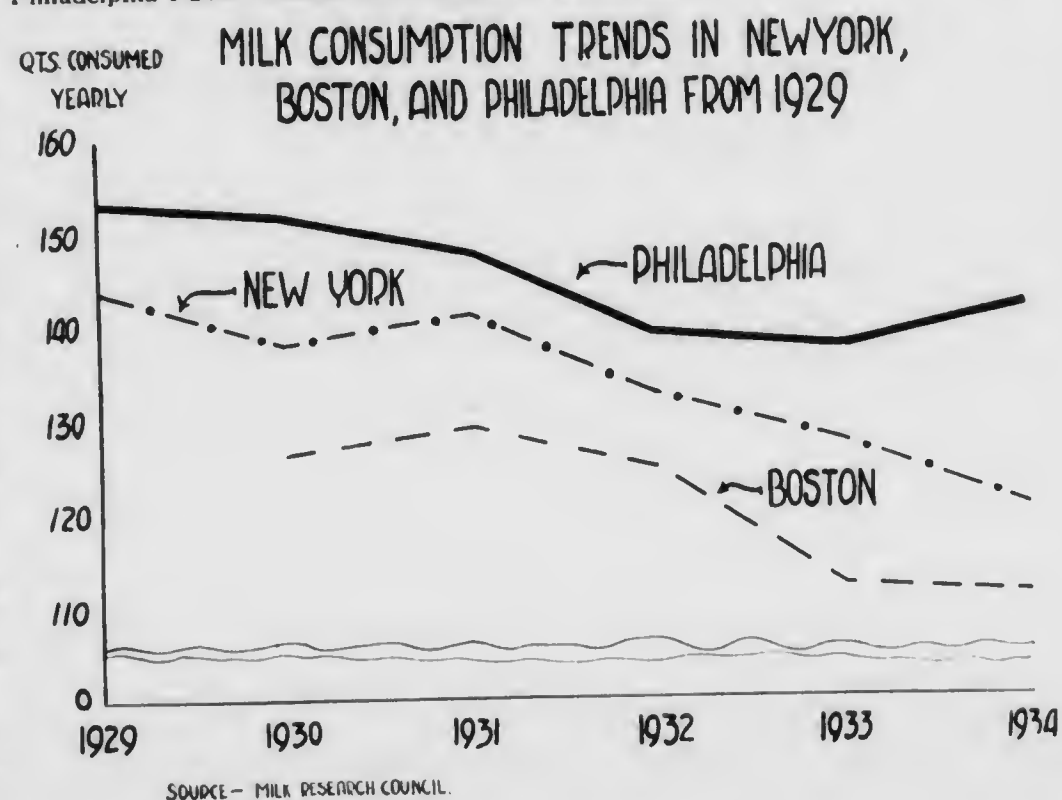
The Dairy Council is organized upon a basis of an educational staff, an Executive Secretary, a Board of Directors, and an Advisory Board. The two Boards serve without compensation. The Board of Directors consists of eight elected producer-representatives and eight elected distributor-representatives.

The Advisory Board, made up of a group of outstanding educators and public officials, is composed of the following membership: Dr. Edwin W. Adams, Associate Supt., Philadelphia Public Schools; Dr. Theodore

Appel, Lancaster, Pa.; Dr. Emily Bacon, Women's Medical College Hospital, Philadelphia, Pa.; Mr. John V. Bishop, Board of Health, Trenton, N. J.; Mrs. Henrietta Calvin, Supervisor of Home Economics, Philadelphia Public Schools; Wm. B. Duryee, Sec'y of Agriculture, Trenton, N. J.; Dr. Alton S. Fell, Director of Health, City of Trenton, N. J.; Mr. J. Hansell French, Sec'y of Agriculture, Harrisburg, Pa.; Dr. Armand J. Gerson, Associate Supt. Philadelphia Public Schools; Dr. J. Norman Henry, Director, Dept. of Public Health, Philadelphia; Dr. Ralph D. Hetzel, President, Pennsylvania State College; Mr. Ralph E. Irwin, Bureau of Milk Control, Pennsylvania Dept. of Health; Dr. Wilmer Krusen, President, College of Pharmacy, Philadelphia; Mrs. Wm. E. Lingelbach, Member of Board of Education, Philadelphia Public Schools; Mrs. S. Blair Luckie, Federation of Women's Clubs, Board of Education, Chester, Pa.; Dr. Edith MacBride-Dexter, Sec'y of Health, Harrisburg, Pa.; Dr. E. V. McCollum, School of Hygiene and Public Health, Johns Hopkins University; Dr. C. A. McCue, University of Delaware; Dr. John H. Minnick, Dept. of Education, University of Pennsylvania; Dr. A. L. Stone, Director of Health, City of Camden, N. J.; Dr. T. B. Symons, Director of Extension, University of Maryland; Mrs. George Wertsner, Treasurer, Parent-Teacher Magazine; Dr. Joseph H. Willis, Dean, Wharton School, University of Pennsylvania and Dr. Lucy L. W. Wilson, Philadelphia, Pa.

New Office Location

Since September the Dairy Council has been located at 20th and Race Streets in Philadelphia. The location was selected for the convenience of the educational and civic groups most largely frequenting its offices, situated within two blocks of the Free Library of Philadelphia, the Board of Education Building, and the Franklin Institute of Science. The new office is equipped with a demonstration kitchen and auditorium.



December, 1935

9

Financial Statement—1934-35

STATEMENT OF ASSETS AND LIABILITIES
October 31, 1935

MR. I. RALPH ZOLLERS, Executive Secretary,
Inter-State Milk Producers' Association,
401 North Broad Street,
Philadelphia, Pa.

WE HEREBY CERTIFY that we have made an examination of the books and accounts of the Inter-State Milk Producers' Association for the Fiscal Year ended October 31, 1935. In our opinion, the accompanying Statement of Assets and Liabilities (Exhibit A) and Income and Expense (Exhibit B) set forth the financial condition at October 31, 1935 and the result of operations for the Fiscal Year ended that date.

Very truly yours,
FLEISHER, FERNALD & COMPANY
(Signed) CHARLES E. FERNALD,
Certified Public Accountant.

November 18, 1935.

STATEMENT OF INCOME AND EXPENSE Fiscal Year Ended October 31, 1935

Income:	
Members' Commission:	
Through Dealers	\$88,380.91
Direct	73.89
	\$88,454.80
MILK PRODUCERS' REVIEW:	
Advertising	2,043.36
Subscriptions—Members	10,475.00
Non-Members	95.25
	12,613.61
Interest Received:	
Investments	2,513.03
Bank Balances, etc.	54.76
	2,567.79
Total Income	103,636.20
Expense (Schedule B-1)	98,128.86
Other Deductions	5,507.34
	296.26
Net Income	\$ 5,211.08

ASSETS	
Current Assets:	
Cash:	\$ 9,771.26
On Hand and in Banks	500.00
Advances—Travel	1,248.01
Notes and Accounts Receivable	58,698.57
Investments at Cost (Market Value \$57,536.86)	
Total Current Assets	\$70,217.84
Fixed Assets:	
Furniture and Fixtures	\$16,182.78
Less—Reserve for Depreciation	13,693.69
Total Fixed Assets (Net)	2,489.09
Other Assets	1,600.00
Total Assets	\$74,306.93

LIABILITIES	
Current Liabilities:	
Accounts Payable	\$ 375.00
CAPITAL	
Capital Stock:	
Common (Par Value \$2.50):	
Authorized	40,000
Unissued and Treasury	16,298.1
Outstanding	23,701.9
	\$59,254.75
Surplus:	
Balance, October 31, 1935	14,677.18
Total Capital	73,931.93
Total Liabilities and Capital	\$74,306.93

DEPARTMENTAL STATEMENT OF EXPENSE Fiscal Year Ended October 31, 1935

	Total	Membership Service	Testing	MILK PRODUCERS' REVIEW	Statistical and Financial
Salaries and Wages:	\$ 7,334.02	\$ 6,333.14			\$1,000.88
Officers	35,039.35	16,123.35			3,663.23
Employees	5,206.73	5,206.73			
Directors					
Travel:	2,837.68	2,760.91			76.77
Officers	13,285.33	5,778.15	7,046.59	295.75	164.84
Employees	4,512.98	4,512.98			
Directors	110.98			110.98	
Engraving and Photos	323.25	323.25			359.30
Hall Rent	1,697.42	1,066.33	220.04	51.75	33.26
Miscellaneous	667.89	102.31	531.22	1.10	
Office Supplies and Expense	2,142.61	588.00	890.03	382.93	281.65
Postage	7,242.98			7,242.98	
Printing—REVIEW	1,031.70	333.02	364.73	92.83	241.12
Stationery and Mimeographing	285.49	139.48	138.56	3.52	3.93
Telephone and Telegraph					
General Overhead:	2,032.85	1,118.07	508.22	203.28	203.28
Depreciation	1,282.74	705.51	320.68	128.28	128.27
Insurance and Bonds	950.32	522.67	237.58	95.03	95.04
Miscellaneous	440.86	242.47	110.21	44.09	44.09
Office Supplies	837.62	460.69	209.41	83.76	83.76
Postage	742.92	408.61	185.73	74.29	74.29
Printing, Stationery and Mimeographing	2,400.00	1,320.00	600.00	240.00	240.00
Rent	127.38	70.06	31.85	12.73	12.74
Repairs	47.35	26.04	11.84	4.74	4.73
Subscriptions	37.73	20.75	9.43	3.78	3.77
Taxes	618.71	340.29	154.67	61.87	61.88
Telephone and Telegraph					
Total	\$91,236.89	\$48,502.81	\$23,924.79	\$12,032.46	\$6,776.83
Annual Meeting	3,070.69				
Legal	1,554.60				
National Cooperative Milk Producers' Federation	2,266.68				
Total	\$98,128.86				

Sound Principles of Cooperative Organization

Dr. F. F. LININGER,

Agricultural Economist, Pennsylvania State College

THIS DISCUSSION will be directed to principles relating to the organization features of cooperative milk marketing. To this end we shall be concerned with the corporate set-up of a farmers' association, its methods of control, and the machinery required to maintain direction by the proper persons. I desire, however, by way of introduction, to deal with several phases of the milk situation in this area which should be considered prior to the principles relating chiefly to structure.

First, I want to refer to the need for unified action on the part of producers in the Philadelphia milk shed. I do not say there should be one association which would include all producers regardless of whether they sell milk for fluid or for manufactured uses, or regardless of whether the milk is sold to dealers or direct to consumers. Perhaps too wide a range of interests are represented by all these producers to gather them into one organization. I do say, however, to you who are producers of fluid milk in this shed, that you should decide on a program for your branch of the industry, but you cannot ignore the problems of other milk producers in the area, even though they may not hold membership in your association. Milk dealers in the area are competitive, but nevertheless they are organized and speak as a unit when the occasion arises. As fluid milk producers primarily, you are also competing one with the other, but you too should speak in unison on certain questions. With an eye to the future, it appears more important than ever before that you be able to present a united front. State and Federal regulation cannot solve all your marketing problems. If for no other reason, you need cooperative action to present your case before public bodies.

We Need Better Organization

Milk producers in this area are by no means organized. In this association you have nominally more than twenty thousand stockholders. Less than half of these, however, are actively engaged in milk production and using the services of the association. Also, there are farmers' organizations other than yours covering greater or lesser parts of the shed. Unfortunately, during the past few years many of the problems which attracted most attention were those which arose from strife between organizations rather than from essential matters of milk marketing concern. Obviously, the outcome of pitting one farm group against another is disastrous to farmers generally. This statement holds true whether one farm organization is contending with another or whether one faction within a single organization is fighting with another faction. It is to be regretted that you have felt the effects of both types of dissension. I do not want to create the impression, however, that there should be no expression of difference of opinion. An honest voicing of the divergent viewpoints indicates a healthy condition in any association. But it is most helpful when the energy of all groups is concentrated

on problems of marketing, and here there is much latitude for real differences in matters of principle. To be sure, swap your ideas in open forum. Argue your points. Let "steel meet steel." But when the majority decides the issue, then is the time for all sides to unite. This is the real test of cooperation.

Adjust Differences

We need peruse the record no further except to state that cooperation of a high order is even more essential under present conditions than if previously no efforts had been made toward group effort. The aggravated situation calls for unusual courage, tact and judgment. To succeed, men must rise to the occasion. The demands of certain groups, rooted perhaps in section differences, must be adjusted for the common good. Especially, I would say, let no group decide selfishly to get the fluid milk market for itself; and likewise, let no retaliatory group, equally selfish, conclude "if we can't have the market we will not permit you to enjoy it either." The outcome of such a struggle could mean little short of disaster for all. Cannot the representatives of all factions, both outside and within this association, sit down together and work out plans for the concerted action of milk producers in the area? This is the sound procedure and, it seems to me, the greatest need of the hour. We can learn from the remarks of an Englishman concerning his political opponent, "I refuse to meet that man," he said, "because if I did I might come to like him."

It seems to me the next step for producers of milk in this territory should be formation of a clear-cut program of marketing. Stated in general terms, I would say the goal should be stabilization of the market.

Must Determine Scope

But there may be several methods of approach. There is plenty of room here for the judgments of men to differ. Questions such as these arise:

Should the fluid milk organization attempt some form of control through alignment with producers of manufactured products, or otherwise, over all milk produced in the territory?

Or should it attempt to control only the fluid milk and cream purchases through the milk shed?

Considering only the 22 counties in Pennsylvania lying in the Philadelphia milk shed, only about 12 per cent of the milk sold cooperatively is surplus; that is, in excess of fluid milk and cream. In contrast,



Dr. F. F. LININGER
Professor of Agricultural Economics,
Pennsylvania State College

47 per cent of the milk not sold cooperatively is surplus. This includes manufacturing concerns such as the large chocolate and ice cream companies. If all the milk purchased by dealers in those 22 counties was sold cooperatively, there would be a 33 per cent surplus, and an association supplying all dealers would have to perform many functions not found now in the operations of the Inter-State. Furthermore, it should be noted that at present only 40 per cent of all milk purchases of dealers in the primary and secondary markets is under cooperative control. Thus the problem of expansion would be a gigantic one. On the other hand, if confined to fluid milk and cream only, 57 per cent is now controlled cooperatively.

How Much Territory?

There are still other alternatives, however, and another set of similar questions must be faced.

Both of the above procedures may include too much territory. Perhaps the association should confine its operations solely to the Philadelphia city market attempting to control all purchases here of fluid and manufactured milk, and disregard secondary markets, such as Reading, Harrisburg and Altoona.

Or should its activities be still more confined so as to include only the fluid milk requirements of dealers in the city?

Most of the present operations of the Inter-State are centered in the city of Philadelphia. Here you have a 14 per cent surplus, but you would have to prepare for a 25 per cent surplus if you furnished all buyers, including the ice cream manufacturers. In other words, I am saying you must know in advance whether you will be concerned with all the surplus milk in the whole area; or only with the surplus in Philadelphia proper; or still more restrictive, with the surplus of fluid dealers to whom you sell. Questions such as these must be decided before you can determine a sound association program with respect to the disposition of surplus milk.

Let us now direct our attention to the corporate set-up of a milk marketing association. As you know, a cooperative association is created by law. In Pennsylvania there have been several different acts of the legislature providing for the formation of cooperative associations. For

our discussion today we shall consider only the 1929 Act as amended in 1931, inasmuch as this amended law was designed especially to meet the requirements of farmers engaged in milk marketing and whose operations extend over a wide territory.

Elect By Districts

This Act provides for the incorporation of cooperative agricultural associations having capital stock. Both common and preferred stock may be issued. The provision for preferred stock is included as a means for raising capital when necessary. Preferred stock is non-voting. Control of the association is vested in the common stockholders. No person may own more than five per cent of the outstanding common stock. Each common stockholder is entitled to one vote only, regardless of the number of shares owned. Vote by proxy is permitted only in associations with more than five hundred common stockholders, and in such associations only if provision is so made in the by-laws.

Under this Act an association may transact business with patron stockholders or patrons not stockholders, and may sell its preferred stock to patrons or non-patrons, but common stock of the association may be sold to patrons only. It further provides a means of keeping the control of the association in the hands of active common stockholders, or in other words, it provides a way of eliminating the "dead wood." When an owner of common stock ceases to do business with the cooperative over a 12-month period, such stock may be redeemed by the association. In this way, control of the organization may be kept in the hands of active producers.

We should know also that under this law the territory in which the cooperative has stockholders may be divided into districts, and directors of the association may be apportioned on the basis either of the number of stockholders or of the commodities sold through the cooperative in each district. Meetings for the nomination and election of directors may be held either at the principal offices of the association or at district or local meetings held at usual meeting places of local groups.

Thus we see that the Pennsylvania Act of 1929 as amended seems to provide the means of setting up a milk marketing organization in accord with principles recognized as sound by most leaders in the field of cooperative marketing. Fundamentally, I should say the most important of these has to do with the control of the association. It is generally accepted in cooperative marketing that those who use the association should control it. With the plan of voting, one-man-one-vote, each voter an active producer, and the area divided into districts each of which may elect its member of the board of directors, control is in reality in the hands of producers.

Keep Members Informed

Finally, there is one more principle we must consider. When active producers of milk are vested with control of the association, it is imperative that they be adequately informed. Cooperative associations fail in many instances because full and complete information does not reach the man on the farm. Frequently he hears only part of the story. Part truths are more dangerous oftentimes than no information

at all. To be sure day-to-day problems must be met by the manager and officers of the association, but means of establishing frequent contacts between the central office and producers are essential to success. A strong, efficient Field Force is required and helpful, but this is not enough.

Frequent Get-togethers

Producers must get together frequently for the discussion of vital issues, and to hear reports from those who are on the firing line daily. As a means of providing those contacts strong locals must be maintained by a regional marketing association such as the Inter-State. "In every organization," says one authority, "irrespective of its explicit aim, the whole man has to be appealed to and ministered to." This suggests a varied program of activities to vitalize meetings, adapted of course, to local communities. Also an assured income for each local should be provided in the "check off." This is the common method of financing locals in milk marketing associations. It is good business.

One further suggestion. Almost universally in the most successful locals, I believe you will find that farm women are taking an active part. When the wives of milk producers know what is going on in the milk market, you may rest assured they will "tell it to the men." We may plan, organize, and set up cooperative associations letter perfect in structural details, but in the final analysis, the structure of a cooperative association can be nothing more than the skeleton of real cooperation. The flesh, blood, and spirit must be supplied by real men and women who so conduct themselves that others can work with them.

Looking Ahead in Cooperative Effort in Marketing Fluid Milk

THOMAS G. STITTS,

Senior Economist, Farm Credit Administration

THE FLUID MILK business has for many years been subject to various forms of regulation. Many of these regulations were related directly to public health. In the last few years a new type of regulation has been developed which aims to a greater control of the business of marketing and distributing fluid milk. In some instances, this control is lodged with the state and, in other instances, it is handled directly by the Federal Government. There has been accumulated considerable experience in various forms of regulation in the milk business as it relates to public health.

Every branch of the industry is charged with a tremendous responsibility in delivering to the consumer a product which meets with the most exacting requirements of public health agencies. Since milk holds such an important place in the diet, every precaution must be taken to have delivered a product of high quality. Undoubtedly, the various public health regulations meet with general approval of consumers and have contributed much to the consumer's confidence in milk as an essential food. Milk producers have assumed an important responsibility for the production of milk that meets the standards established

by health authorities and must continue to support all regulations that assure the consumer of a clean, wholesome, and safe milk supply.

The experience with newer forms of milk control in the milk business has not yet established the direction which public regulations may take. It is clear that the rules developed by federal-state agencies in the regulation of market practices and of prices must be based on rather definite principles which have been found sound by long experience in milk marketing. When these fundamental principles are ignored, the task of administering any milk marketing scheme becomes exceedingly difficult.

It is yet to be determined in what direction the regulation of milk distribution will go. There are those who feel that it may go the whole way toward public utility. In this case, it will bring into the fore-

ground very definite problems requiring new types of accounting practice and procedure, a new basis for calculating prices, and a very complex and difficult field of relationships. Experience in Canada and some other countries indicates that when the regulation takes on the form of public utility, there is a rigidity rather than flexibility in the administration. Any form of public regulation of the marketing of milk must be sufficiently flexible that it can be readily and quickly adjusted to changes in production and sales. Likewise, the personnel charged with the responsibility of executing such regulatory bodies are frequently more interested in the consumer than in the producer.

More regulation means a greater need for a strong, aggressive, and effective cooperative representing a large proportion of the milk distributors in the market. It is only through some such organization that producers as a group can in an effective way have their interests properly represented. I have little faith in the statement sometimes expressed that federal or state regulations of milk marketing replace the need for a cooperative. Quite to the contrary, the need of producers uniting into a strong organization is greatly increased with regulation. It is true that the organization may operate somewhat differently within a market where regulation exists. Nevertheless, the functions of the association in representing the interests of its members remain the same. In our short

experience in the regulation of milk distribution, it is clear that in some instances the cooperative has been strengthened.

The voluntary action of producers through the cooperative must as a minimum service establish the method of handling surplus, determine prices to be paid, and take some responsibility for transportation of milk. These arrangements apply only to the milk of members of the association. Under regulation the program of the association can be adopted as the rule of the market. The importance of price control can be very easily over-emphasized. Of greater importance than the fixing of prices by some federal or state agency, is the development of a practical code of business ethics or the "rules of the game." "Reasonable prices"—prices in accordance with the economic conditions can be easily established when unfair competitive practices have been eliminated.

Cooperatives Have Made Progress

Cooperative milk bargaining associations have made substantial progress in the last twenty years and have become an important factor in the marketing of milk. They have many enviable accomplishments to their credit. The Inter-State Milk Producers' Association is one of the oldest of the bargaining associations. It is looked up to nationally as an outstanding example of cooperation in the marketing of fluid milk.

I believe wholeheartedly that producers in a milk shed should be organized into a cooperative association. There is no agency that can protect the producers' interest as effectively as a well managed, loyally supported cooperative. Cooperatives in the dairy field now hold an important place. Nearly forty per cent of the creamery butter and twenty-five per cent of the cheese in the United States are manufactured by cooperative organizations, and a very substantial part of the fluid milk used by urban consumers is handled by cooperatives. I am optimistic that these organizations will make greater advancement and achieve a most significant place in the industry, provided the leaders give proper recognition to the changes in economic conditions and follow practices that experience has demonstrated are sound.

Common Problems of the Cooperative

Mr. Peck has developed in a series of short statements for the "News for Farmer Cooperatives" a number of the more common ailments of cooperatives.

I shall comment in line with Mr. Peck's statements on a number of these more important ailments and difficulties with the hope that I may make some suggestions that will promote good health, normal growth, and the final achievement of mature success through a long life of useful service by the cooperative association.

Premature Birth

In the last two or three years in many milk markets there has been a tremendous increase in the number of cooperative milk marketing associations. These associations have come into existence in many instances to take care of a minority group that has not been able to fit its program into the scheme followed by the larger or dominating milk marketing organization within the shed. In some instances, associations were organized to defeat a program of stabilizing the market. These associations have been prematurely formed. Their existence, for the most part, is based on expediency; they do not have a definite program and are attempting to avail themselves of an economic situation which may give them some temporary benefit. The haphazard methods of handling secondary markets is a significant illustration of this point. These associations when formed may be

exceedingly irritating and hinder the development of a sound marketing program.

The remedy for this situation rests in a carefully planned educational program on the part of the dominant organization in the market and in this association carefully developing a marketing plan which will not create benefits to minorities who have only a selfish motive. It means closer cooperation of the entire industry, both producers and distributors. It is much easier to check their formation than to work out a merger after they have operated for some time.

Ineffective Financing

Every one recognizes a complete breakdown of a business institution through a large overdose of some insidious poison.



THOMAS G. STITTS

While we are not interested in the direct method of poisoning, it is the indirect and more or less hidden influences that operate without tangible effects which give us particular concern in the cooperative movement. The first that comes to my mind is that of an ineffective poorly planned and incomplete financial program. Easy credit is poison to any business enterprise. Unlimited credit tends to promote looseness in operating practices and develops the assumption of undue risks that often result in disastrous consequences. If this source of easy credit is some agency of the government, it is all the worse for we cannot escape entirely the fact that many people believe government credit carries an entirely different obligation than that associated with private lending institutions.

The need of a sound financial program for the milk bargaining association is imperative. Because of a lack of finances and a financial program, the associations have not, in all instances, been able to render the services that the membership expects or to which the member is entitled. Assuring the member a market for his milk, guaranteeing the member will be paid for his milk when sold in accordance with the rules of the association, and the assurance that all surplus will be efficiently and equitably handled, are important services of the bargaining association. Capital, reserves, and a reasonable income are necessary if this service is to be performed.

The lack of capital ownership, failure to prepare and operate on a conservative and well planned budget, insufficient reserves for losses, acute emergency marketing condi-

tions and other contingencies, combine to result in a weak net worth condition and inadequate working capital. There are many services the bargaining association can perform, and if effectively performed, should be included in its budget.

The antidote is sound financing on a business basis, a carefully planned program of work adjusted to the revenue of the association, and a systematic method of building up a reserve suitable to the emergencies that may occur. There is no substitute for a stake in the business by the membership.

There are so many types of propaganda that it becomes difficult to classify those that properly contribute to this common ailment. It is conceivable in many milk markets that the term may be used to designate worthy attempts to publicize facts and objectives that may be entirely advantageous to any given association. Frequently the difficulties arise from interpretations placed on any given statement. It is practically impossible in most instances to guard against misinterpretations and deliberate misrepresentations that often result in direct attacks upon the association by its opponents. As used in this discussion, the term implies the deliberate use of propaganda as an insidious poison both within and without the field of cooperation.

Propaganda

Usually the opponents of the cooperative way of doing business resort to propaganda of one type or another to make their point. Cooperatives themselves have been known to resort to the same means to further their own interests, often at the expense of other cooperatives that may be in competition with them. The essential elements of the vicious types of propaganda are half truths, distorted facts, unwarranted conclusions, unsound comparisons, deliberate misrepresentations, subtle insinuations, and outright open attacks upon the theory of cooperation and upon the practices of cooperative institutions.

In the marketing of fluid milk, great importance must be placed upon public relations. The cooperative bargaining association has many characteristics of a quasi-public institution. The consumer is interested in milk; hence, there is a great danger of influencing the consumer by unwise public statements which can be characterized as propaganda. In some instances, "public relations" are confused with "political relations." The only permanent answers to propaganda are:

- (1) Economical and effective performances in the rendering of recognized service to the members.
- (2) Financial independence in the form of owned capital and surplus.
- (3) Effective, expeditious method of reaching members with important facts relating to the operation, management, and conduct of the business of the association. This means a well trained statistical staff supplemented with an efficient field force.

Internal Disorders

In every commercial undertaking involving problems of management, the formulation of policies, the administration of personnel, and varied types of relationship, there are any number of opportunities for things to go wrong, for mistakes to be made, and for wide differences of opinion. In the mechanism of a modern business enterprise, especially for any business with as many complications as in the sale of milk, there are about as many complications and as many parts that are intricately correlated as in the human body and just about as many things can go "bad."

The symptoms of this internal disorder are quite pronounced. Likewise its effects have been recorded from time to time in

the history of many cooperatives, both living and dead. The symptoms include political maneuvering on the part of individual members of the board, the development of a job complex in which board members become hired employees of the association, the employment of relatives or close friends of board members, severe clashes of personalities in which personal ambition is an important factor, the seeking of special privileges and opportunities, the granting of advantages to certain special groups of individuals, the playing of politics to assure reelection, the assumption of the balance of power by a group of individuals on the Board, and the failure of the board to make decisions on the basis of carefully developed facts in the permanent interests of the entire membership of the milk market.

An Improved Situation

My observations convince me that boards of directors are taking a greater responsibility for the effective administration of the welfare of their association. They feel a high sense of responsibility to the producers whom they serve. Continued progress in this direction will contribute to the good health and long life and effective service of the cooperative. No cooperative is stronger than its board of directors.

Frequent changes in the board of directors tend to give confidence in the association. It frequently indicates a real interest on the part of the membership and does not necessarily indicate distrust in the association.

Upon the membership rests directly the responsibility of the election of a board of directors with ability, integrity, and loyalty to the association, a board which will give the greatest number of decisions based on facts, sound business principles, and all of the concepts of true cooperation.

Management is the correlation of the many functions of the organization. It deals with routine matters as well as with the more important operations. Mismanagement or poor management is one of the disorders of some associations. There is no single feature of the cooperative structure of more importance to its success. Inadequate financing policies, inadequate accounting, unpleasant relations with its principal buyers, haphazard price policies, and the lack of producer confidence in the operation of the association are hazards to the effectiveness of the cooperatives.

Mismanagement

It is a difficult job to operate a cooperative successfully. Possibly the organization selling milk has more perplexing problems than any other type of organization. It seems to me that it is more difficult than the private business. In addition to the great number of practical business problems, there are all the perplexities of relations with the producers. The personal incentive of the manager and other employees is not always as clearcut or as definite. There are also relations with the Board of Directors that are not always businesslike and direct. The contact with the producer presents special problems that frequently test the patience and tact of the management.

In the fluid milk market, the relationship with the dealer is most important. Milk must be sold and the business understanding between buyer and seller is not always appreciated by the members.

There is no more important task of the board of directors than the employment of capable, experienced, and well trained management. This means not only the manager but a staff of loyal assistants.

In some instances, membership relations is a cooperative disorder that indicates a definite danger to the cooperative. The member is neglected or forgotten. His interests in the association are taken for

granted. In some instances, about his only contact with the association is through the milk dealer or the truck driver. In the large organization with a widely scattered membership the relationship of the member with the association presents many difficulties.

The Forgotten Producer

Evidence indicates many important facts are not always given to the member. It is assumed that he will not understand or cannot interpret information about his association or about the market. It is quite evident that many types of information cannot be given public distribution, but much that is considered confidential is really information that can be given the membership and will make for confidence in its operations.

The milk bargaining association needs all the information possible about the dairy industry nationally, concerning the milk market or milk markets where the product is sold and the effects of the particular price plans on production and sales. It should have complete information on consumption and changes in the market. On the basis of carefully analyzed facts, the educational program of the association can be planned.

Producers are interested in their market. In the problems of the association, in the movements of milk and cream, and in price plans used in other milk sheds. The association may find new services that it should undertake to best serve its members.

Secretary's Report Fiscal Year Ending October 31, 1935

Stock Record of 1935, fiscal year ending October 31.	
Shares outstanding, October 31, 1934.....	23,795.0 shares
Issued for cash.....	156.2
In cancellation of accounts payable (Neff Bros.).....	1.6
Adjustment of shares due Harris Elwell on contract signed 6-27-24.....	.4 158.2 "
	23,953.2 shares
Cancelled this Year:	
Redeemed for cash from Mr. Zoller's fund.....	182.2
Withdrawn (forfeited).....	69.1 251.3 "
Balance outstanding, October 31, 1935.....	23,701.9 shares

During the year 400 new members were added to the membership.

There are at the present time approximately 22,000 active members (those engaged in dairying) in the Association. The membership covers what is termed the Philadelphia Milk Shed and is distributed among 217 Local units, with 153 in Pennsylvania, 30 in Maryland, 18 in New Jersey, 14 in Delaware and 2 in West Virginia. Many of the locals held a meeting or more during the year. Most of the locals held a meeting or met in a combined meeting with other locals previous to this, our 1935 Annual Meeting.

At these meetings delegates were selected to represent the local at the annual stockholders' meeting. Practically all meetings were attended by some official representative of the association. At these meetings the milk market in general was discussed

It may need to discard other services and functions that have outlived their usefulness. A flexible organization that uses all practical means to maintain close contact with the members will do much to prevent many of the common ailments of the bargaining association.

There are definite trends which indicate that cooperatives are making progress. Cooperative bargaining associations as a means of the sale of milk by producers have withstood the test of a severe economic depression. Low prices and distressing surplus problems have caused numerous difficulties and the structure of the cooperative has been severely strained.

Conclusions

It is not always clear the extent to which producers will support cooperatives. There has been no adequate test for a sufficient length of time to furnish positive evidence that a single milk marketing association can be maintained in any market. During the depression significant changes have been made in the thinking of cooperative leaders. It occurs to me that possibly cooperation goes better and makes greater stride when times are tough and the going difficult and that in fair weather the interest is less and regression rather than progression may be the result. This is indicated by occasional references to the desire to come back to the "good old times in the cooperative" when prices were reasonably satisfactory and there were fewer "real tough nuts" to be cracked.

and the future policies of the association. According to the reports much interest was manifested by the members for a change of policies and reorganizing the association.

During the past year the Board of Directors passed favorably on a few minor changes in the by-laws.

The officers attended many hearings conducted by the Federal and State milk regulatory bodies such as the Federal Trade Commission and Control Boards.

During the past year the Board of Directors met six times. Actions by the Board were recorded in the official minutes. H. D. Allebach, sales manager of the association, resigned on July 1, 1935. A. H. Lauterbach was chosen as general manager, and took up his official duties July 1, 1935.

The Board of Directors consists of 27 members, 17 from Pennsylvania, 5 from Maryland, 3 from New Jersey and 2 from Delaware.

There are 7 members on the Executive Committee.

The office headquarters of your association was moved on September 1, to the Terminal Commerce Building, at 401 North Broad Street, Room 1012.

The office always welcomes suggestions from the membership either through writing or personal calls. We want you to make your association's headquarters one of your stopping places when in Philadelphia.

I. Ralph Zollers, Secretary

"How're you getting along," asked the plumber putting in a belated appearance to mend the broken water pipe.

"Not so bad," replied the man of the house. "I taught my wife to swim while we were waiting for you."

1935 Field and Test Department Report

F. M. TWINING, Director

AT THE 1935 session of the American Institute of Cooperation, F. K. Naegley, president of the cooperative G. L. F. Service Stores said:—

- "The success of a cooperative is measured by—
1. Service it can render its patrons.
 2. Cost of giving patrons this service.
 3. The ability to show a net saving."

Undoubtedly the same measuring stick can be applied to the Field and Test Department of our cooperative.

The diversified services now performed by our association were for the most part inaugurated because the association from time to time saw opportunities to do certain things which would benefit the membership and then took the necessary steps for carrying on the work, oftentimes before the membership either realized the need of, or asked for the service.

A few of the outstanding long-time Field and Test Department services which are more and more appreciated, and the aggregate number of each performed in 1935 are as follows—

Services to Members

Field and Test Department Routine:	
Milk Plants Regularly Investigated	105
Butterfat Tests Made	66,824
Herd Sample Tests Made	5,857
Total Farm Calls	6,231
New Members Signed by Fieldmen	271
Transfers, Inactive to Active Membership	365
Brom Thymol Blue Tests	3,364
Microscopic Readings of Milk Samples	4,346
Letters Sent Members on Quality Methods	5,045
Local Meetings Attended	212
Total Attendance at Local Meetings	8,752

Services Inaugurated During the Year

(a) Milk test law conferences with authorities of four states called by Field and Test Department resulting in passage of first milk test law in Maryland and amendment of laws in Pennsylvania and Delaware. Very soon after the 1934 annual meeting, several conferences were held in our offices with the milk test law authorities of the four principal states in which we operate, Pennsylvania, Delaware, New Jersey and Maryland. As a result of these conferences, the first milk test law for the state of Maryland was written and made effective by its legislative body and the milk test laws of Delaware and Pennsylvania were revised and brought up-to-date.

Among the provisions of these laws which now affect our entire territory are—
Annual permits required of milk buyers.
Licensed weighers and samplers.
Licensed testers.
Use of tested and approved glassware.
Making it unlawful to take or use for testing purposes, an unfair or inaccurate sample.
Licensed tester, as well as owner or manager, must keep a record of tests.
Weigh tanks must not have deep strainers or more than one compartment.
Purchaser must notify seller of results of tests and give statement of weights.
Owner, manager, certified tester or weigher and sampler, any or all equally responsible.
Severe penalties for violations.
(b) Letters sent to members calling atten-

tion to Field and Test services. With the beginning of the current year, a form letter was sent to all members selling to cooperating dealers calling attention to services which are performed automatically for members and also how to obtain other special services which are rendered upon request. We feel that members have thereby obtained a better understanding of how to get any desired help at the needed time.

(c) Articles in MILK PRODUCERS' REVIEW by field representatives. The MILK PRODUCERS' REVIEW during the past year carried the following articles written by the fieldmen:

January—"Producing Grade 'A' Milk With a Milking Machine"—H. D. Kinsey.
February—"Prevent Frozen Milk It Pays"—O. S. Havens.
March—"Why Butterfat Tests Vary"—E. P. Beechle.
April—"Avoiding Garlic Returns"—C. Reynolds.
May—"Mastitis—Its Detection and Control"—E. C. Dunning.
June—"Bacteria and Milk Flavor"—K. G. Landsburg.
July—"Cooling Your Milk"—J. T. Plummer.
August—"What Is the Cost of Producing Milk?"—C. E. Cowan.
September—"Want to Get Ahead—Become Cooperative Minded"—F. M. Twining.
October—"The Members' Voice"—E. C. Dunning.

It was felt that our representatives who are in such close contact with membership problems were in very favorable position to write pertinent articles concerning problems which come to their attention. One article on "Mastitis" in the May issue, was prepared in accordance with a resolution passed at the 1934 annual meeting requesting the compiling of available data on this subject and the dissemination of such to members through the columns of the MILK PRODUCERS' REVIEW. Several dairy publications both in this country and in Canada have reprinted those articles in their own papers. We reprinted in pamphlet form those of a technical nature, and have used them throughout the year in advising members on production problems.

(d) Conference in our offices with Vocational Agricultural Supervisors. In order to obtain a better mutual understanding with the supervisors of vocational agriculture, through the cooperation of the Office of Education, United States Department of the Interior, we invited the Agricultural Supervisors of Pennsylvania, Delaware, New Jersey and Maryland to a conference in our offices with the field representatives. We feel that we received much valuable information from them and were pleased to give them a complete resume of the Inter-State Milk Producers' Association set-up, benefits to members, etc. for distribution in the agricultural schools of the territory. Two hundred and fifty (250) copies of the

MILK PRODUCERS REVIEW

mimeographed report were distributed in the schools of the four states.

(e) Work in the Vocational Agricultural Schools. As we pointed out in our last year's report, we were planning to make contacts in the vocational agricultural schools of our territory in order to teach some of the principles of cooperation to our future members and to point out to them the many services that are being provided and some that could be obtained by members of a cooperative for their mutual benefit.

We feel that this work has been very worth while and we propose to continue it during the coming winter months, as time permits.

In the course of our fiscal year of 1935, our representatives visited 44 schools and contacted 5,383 pupils.

Cost of Service to Members

The financial report shows an aggregate cost to members of the maintenance of the entire association in 1935 of \$98,128.86. When considered from the standpoint of the average member, based on an accurate estimate of those actually paying commission, it is about \$12.00 or \$1.00 per month for each member.

The actual cost of maintaining the Field and Test service in 1935 was about \$3.00 for the fiscal year, or 25c per month for each member. This pays for, as pointed out in our letter to members—

A minimum of 8 tests per year at milk plants.

Herd tests.
Figuring of weighted average test at farm.
Help in finding cause of high bacteria counts.
Help in finding reason for milk being rejected.
Testing each cow in herd for indications of mastitis.
Making weight investigations.
Interpreting pay slips.
Attending your local meetings.

Showing a Net Saving

The matter of the benefit to members of the Field and Test Service may vary widely on the direct returns to different members over a given period and may also differ greatly on the benefits to the same member at different times. For the most part, the individual member does not know of a direct benefit which may return to him many times the cost of his contribution. We are glad to point out the following:—

1. Test adjustments netted one member \$90.81 during the past year.
2. The constant improvement in milk testing is shown in the tabulation below:

INCREASED ACCURACY OF BUYERS' BUTTERFAT TESTS

Calendar Year	Total Tests	Test Corrections	Ratio of Errors
1923	31,322	3,132	1 in 10 tests
1928	84,701	917	1 in 92 tests
1933	84,657	407	1 in 208 tests
1934	78,994	244	1 in 324 tests

3. A cross section of our rejected milk service is shown in the following tabulation:

REJECTED MILK DECREASE (TWO LARGE PHILADELPHIA CITY PLANTS, JUNE, JULY AND AUGUST)

	1932	1933	1934	1935
Lbs.				
Plant No. 1	128,030	102,255	50,173	19,975
Plant No. 2	190,417	68,625	64,273	42,259
Total	318,447	270,880	114,446	62,234
Avg. per Plant	159,223	135,440	57,223	31,117
Avg. Lbs. per day per plant	1,731	1,474	622	338
Avg. Weighted Price 3.5%	\$1.96	\$1.96	\$2.29	\$2.22
Estimated Value				
Rejected Milk	\$6,241.56	\$5,309.25	\$6,620.81	\$1,381.59

Figures include all shippers; members and non-members.

December, 1935

Women Have Full Program

Round Table Discussion a Feature

THE WOMEN'S PROGRAM at the 1935 Annual Meeting was attended by more than 200 women. The program was built around brief talks by several women who have been active in Inter-State affairs in their local communities. Space prohibits giving these talks in full.

Mrs. E. C. Dunning of Chambersburg, Pa., was Chairman of this program and introduced the speakers.

A brief summary of the economic situation faced by milk producers and milk marketing cooperatives was given by Mrs. A. K. Rothenberger of Worcester, Pa. She called attention to the expansion of the dairy industry during boom years which was followed by the depression with its decreased consumption, stating that our organizations did not and could not foresee the seriousness of the depression and, therefore, were not prepared to meet all the problems as they arose; she said, in part,

"I feel very certain that much of our confusion during the last five or more years can be laid to the value of our money. World conditions caused the value to change more sharply than ever in human history. Bankers, like business men, home owners and farmers were powerless to prevent the drop in price level due to the world's greatly increased demand for gold and its increasing value. Scientific investigation has proved beyond the slightest doubt that we have not had over-production, instead we have had under-consumption due to the lack of purchasing power of a large class of people, including the farmer."

In closing, Mrs. Rothenberger quoted two stanzas of a favorite poem of Mr. Rothenberger, entitled, "Don't Quit." It follows:—

When things go wrong, as they sometimes will,
When the road you're treading seems all uphill,
When the funds are low and the debts are high,
And you want to smile, but you have to sigh,
When care is pressing you down a bit,
Rest if you must, but do not quit.

Success is failure turned inside out,
The silver tint of the clouds of doubt,
And you never can tell how close you are,
It may be near when it seems afar,
So stick to the fight when you're hardest hit,
It's when things seem worst that you mustn't quit.

Women's Business Too

"This milk business is our business," asserted Mrs. Harry T. Williams of Worton, Md. "When the demand for milk came and the Philadelphia milk shed was extended, that service was just as scarce for the people of Pennsylvania and Maryland as the manna that came to the Israelites. I want to say truthfully that I believe that without the milk check the Eastern Shore would have been in bankruptcy. It carried all of the other businesses."

"We must educate the people. We have the knowledge—but not the power to use it. Women have realized the seriousness of the milk situation, but have just never been drawn into the Locals. If we train our children, then the coming generation will know the way to go."

Mrs. James Kendall, of McConnellsburg, Pa., stressed the need for cooperation among farmers and included the women and children in our farm families in her discussion; she said, in part, "The one thing that makes a successful cooperative is the cooperating spirit. Cooperation is not an individual matter. We need the other fellow to carry it on and he needs us."

"This comradeship can be developed only through acquaintance—by growth of sympathetic understanding of another's needs and problems—by getting together to study the needs and problems of each other and how to best solve them. We need to play together, and perhaps worship together. You go to your church and I'll go to my church and we'll both walk along together."

"We need conciliation too in a cooperative—the ability to give and take—to yield to the other fellow now and then, to surrender some of our so-called rights for harmony and the common good."

Must Get Together

The need for thinking and working together by producers and consumers was stressed in the remarks made by Mrs. Roy C. Weagley of Hagerstown, Md. She said, "It seems to me that, since the farmer, who is the producer of raw materials is dependent upon the consuming power of the people and, likewise, the consumer depends upon the sustained producing power of agriculture and the interests common to both producer and consumer far outweigh the diversity of interests, it is logical that the efforts of both be united in the interest of the common good."

"We dare not allow cooperation to start and stop within one local community, it must include the villages and towns and extend on and on."

"The two great factors necessary in developing cooperation are education and organization, which, of course, must include adults as well as youth, but let us be ever mindful that it is to the youth of today that we will look for our leaders and pioneers of tomorrow."

"We know from experience that the farmer must, first of all, know about and believe in the advantages of cooperation; second, he must practice it, because the strength of any organization is measured only by the loyalty of its members; and, third, he must promote the spirit of cooperation among his fellow citizens."

She stressed the need for the entire family studying and working together on the problems of cooperation, closing her talk with the statement that, "So, let our women, as mothers, teach their children how to seek the common good for all and not just for self and let us, as neighbors, seek a way to provide for all our community an equal good and let us represent in all of our relationships the joy of 'pleasing our neighbors as well as ourselves.'"

Mrs. Joseph S. Briggs of Yardley, Pa., who was Chairman of the Women's Committee in 1934, stressed a new kind of pioneering that is needed in America. This pioneering is necessary in solving the problems of a better rural life, the idea

being expressed that cooperation is the means to attain this end. She said:

"Other great pioneer leaders still unnamed to the general public have carried to reality their visions of economic justice, by organizing successful cooperative organizations to meet everyday needs. England and the Scandinavian countries are outstanding as the homes of the cooperative movement in economic life."

Adult Study Encouraged

"The study of their methods and successes is being more and more emphasized. Adult education in those countries helped bring about their progress. More adult study will do the same for us."

"The study of the cooperative movement, past, present and future should be a part of the curriculum in our high schools and colleges. Adults may meet this need by organizing forums and study and discussion groups, and by introducing the study of cooperation into existing organizations."

"If as adults we would conscientiously devote at least one hour a week, only 1 percent of our waking hours, to definite study and discussion of the cooperatives and their possibilities, the wheels of progress would lose some of their rust."

"I believe when small groups of people deeply interested in the same problems and searching for the truth, meet at regular times for interesting presentation and discussion, adult study makes rapid and satisfactory progress."

She discussed in some detail the Community Group from Bucks County, of which she was a part, which studied cooperation last winter. In describing it she said: "Last winter a group of 15 to 20 of us met every two weeks to study cooperatives the world over. We used books and pamphlets supplied by Dr. Lyons and Mrs. Graham. Professor Neissley of State College also gave us sources of information. At each meeting one or two presented a short review of the subject for the evening, and a general discussion followed. We assembled in one of our homes at 8 P. M. and after a few minutes of sociability devoted our time to educational efforts. After some fire for refreshments, we departed at 10 P. M. We did not spend any money except for postcard announcements, and we gave the project no publicity because a small group makes better progress."

How One Group Worked

"Our group took in a radius of some ten miles. We invited leaders in our agricultural organizations and a few key people (always husbands and wives) if possible. The first meeting was in late November, and we met in the Spring. A questionnaire used at the first gathering determined the subjects to be studied and the time of meeting."

Dr. Kerns, in his address, presented a summary of the "Platform Discussion" conducted by women of the Inter-State Milk Producers' Association. In picking up the "loose ends", he said:—

"We talk a great deal about cooperation but seldom do anything about it. What do we do about it when we go back home? We are taken with the significance of 'working together', and the minimum is done."

"There is a need for developing solidarity in the farm home. Someone has said that the reason there is so much solidarity in

the farm home is because father meets the boys out in the milk shed at 5:30 in the morning, and mother meets the daughters around the dish pan in the evening. This person, however, missed the thing that was most important, that the only way we can get solidarity is by joint participation in enjoyable activities.

Must Reach Rural Youth

"The rural youth situation is another significant thing about which something should be done in the home. When farm youngsters have difficulties they go to their parents with their problems last of all. The first people they contact are their chums; second their school teachers; third some person outside the schoolroom; fourth their mother and lastly their father.

"We do not need to worry too much about young people going from the country to the city. The rate of population increase in the city is only about half enough to keep it going. There are not enough children in the city to keep the population up. The birth rate on the farm is a great deal more than is necessary there. It is perfectly natural that half the farm boys

and girls go to the city, and that is perhaps as it should be."

A summation of the women's program was given at the second morning's session by Mrs. E. C. Dunning. She stressed the need for an active participation in cooperative affairs by the wives of members and the boys and girls in their families.

Work in a cooperative organization is just as hard and exacting as on the farm, a situation described thus: "Just as on the farm, where father and mother work, hand in hand to build a dream, so too, in our organization must we work. Those of us who have done this work in our organization, have done it as a side line. Every one of us has had a full time job apart from this work. I could tell you of long hours and wearied minds and delayed duties—I can safely say for all of these women, that we have been glad to have this part in the building of an organization that is as fine and as big and as splendid as is the Inter-State Milk Producers' Association."

Speaking of educational material on cooperatives and their work, Mrs. Dunning said:

"There is a sad lack of cooperative material available—not only in the organi-

zation, but in the country. Cooperation is so new that it has not developed necessary literature. We should like to have a play contest, in which the boys and the girls as well as the members themselves, would have occasion to write a cooperative play. There is a demand for women speakers all over the territory, in many cases this is the only way we can gain the support and confidence of our women and through them, of our children. We hope that the organization will see fit to return a small amount of money to the locals to carry on their meetings in such a manner as to make the meetings a real event for the community."

Local Leaders Speak

In demonstrating the results of this work in which Locals are putting forth more complete programs of interest to the entire family, James Kendall, President of the Fulton County Local, and Simon Downey of the Washington County Federation of Locals were called upon to outline briefly their experiences and their impressions of future needs.

cottonseed meal worth approximately three times as much as the cottonseed oil purchased by the oleo industry.

Presented by Executive Committee.

A Resolution to Prohibit Shipment of Oleomargarine in Interstate Commerce

We recommend and favor that legislation be enacted at the next session of Congress which will prohibit the shipment in interstate commerce of oleomargarine into a state which now has a tax on this product unless such interstate shipments pay the tax imposed by the state into which it is shipped.

The oleomargarine industry, or at least some parts of it, at the present time are engaged in a campaign of nullification of state statutes through the use of interstate commerce. The several states in the exercise of their taxing power are entitled to cooperation from the federal government to prevent a few selfish interests from destroying the policy and revenue of the sovereign states.

Presented by Executive Committee.

A Resolution Urging Cooperation Among State Milk Control Boards and With the A. A. A.

WHEREAS State Milk Control Boards operating in the Philadelphia Milk Shed are authorized by law to establish fair trade practices and to set prices that should be paid to producers and charged consumers and

WHEREAS the trade practices and price schedules to producers now in effect in this milk shed as set by the various milk control boards show considerable variation and that these variations are causing unrest and discontent among producers

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Association through its officers make every effort possible to bring about the issuance of uniform regulations and orders by the various milk control boards operating in this market, and that the cooperation of the Agricultural Adjustment Administration be obtained to make effective such orders as they may apply to milk moving in Inter-State commerce.

Presented by Executive Committee.

Resolution Authorizing and Directing the Board of Directors to Develop a Plan for Reorganizing the Association

WHEREAS the charter, constitution and by-laws and membership contract under which the Inter-State Milk Producers' Association is now operating were prepared under laws that existed before our present cooperative laws were in effect, and

WHEREAS present cooperative laws will permit reorganization on what is believed a basis that would enable this Association to render more effective service to its members

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Association assembled in Annual Meeting hereby authorizes and directs its Board of Directors, acting as a body or through committees, to study plans of reorganization, including cooperative laws under which it may reorganize and new contracts with members, and after full and complete study proceed with such reorganization and then present the new set-up and contract to members at local and district meetings for signature, time and conditions under which the new organization shall start functioning to be decided by the Board of Directors. Under no conditions should the new organization start until three-fourths of present supporting members have signed new contracts.

Inasmuch as the columns of the REVIEW will be open at all times to a full discussion and report of progress of this subject, this resolution is approved.

A Resolution Requesting Prompt Action on 1936 and 1937 Basics

WHEREAS the basic-surplus plan of selling milk has been effective in controlling production and especially in reducing seasonal fluctuations in both supply and price and

WHEREAS this market has been virtually without the benefits of such a plan during the past year because producers have not known the intentions of the Pennsylvania Milk Control Board with regard to production control plans

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Association through its officers use every influence at its command in urging the Pennsylvania Milk Control Board to develop at once production control plans for the years 1936 and 1937 and to announce those plans to the dairymen of the Philadelphia milk shed forthwith, those plans to include the method of establishing basic allotments for 1936 and to allow the establishment of new basic allotments in 1937 according to each producer's sales during certain 1936 months to be announced in advance.

BE IT FURTHER RESOLVED that the officers of the Inter-State Milk Producers' Association also use every influence at their command to obtain the establishment of basic allotments on the same basis over the entire milk shed provided, however, that the plan approved by the Pennsylvania Milk Control Board is considered by them as fair and equitable and further provided that our officers be instructed to use every effort to prevent the distributors from using this basic-surplus plan to the disadvantage of the producers.

Resolution for 1935 Annual Meeting of I. M. P. A.

We, the members of the Nominating Committee, suggest that the Inter-State Milk Producers' Association have printed on the flap of their ballot envelopes the following "I have you signed your ballot?"

Women's Committee

WHEREAS we believe that the future of our organization depends upon development of the cooperative spirit of our youth of today

AND WHEREAS our women are a determining factor in the training and development of our youth

THEREFORE BE IT RESOLVED that a committee be appointed from the Board of Directors to work with the Women's Committee to arrange a definite set-up through which they may carry on the work and projects necessary to the interest and education of the membership families, more

especially the youth, throughout the milk shed.

*Submitted by Eugene Elter, Sec'y
Mercersburg Local.*

At a Meeting of Everettstown, Kingswood and Mt. Pleasant

Locals of Inter-State Milk Producers' Association held at Frenchtown, November 15, 1935, the following resolutions were proposed and adopted:

THEREFORE BE IT RESOLVED that we have a financial statement of the Inter-State's business printed in the monthly REVIEW.

FURTHERMORE, be it resolved that the spread between the producer and dealer be modified that producer may receive a better price for his milk.

BE IT RESOLVED also that more information in regard to Inter-State proceedings be given in monthly REVIEW.

*Signed J. W. Ashcraft, Sec'y
Kingswood Local.*

(Additional provisions were contained in the same resolution but were disapproved by the committee, the convention approving the committee's report.)

One Nominee Per District

WHEREAS there seems to be a very strong sentiment among the members of the Inter-State Milk Producers' Association to have the amendment to the By-Laws, providing for the election of the Directors in their respective districts, changed to limit the number of nominees to the number of directors to be elected

THEREFORE BE IT RESOLVED that any eligible member receiving the highest number of votes shall be the nominee, and only his or her name shall be printed on the ballot at the ensuing annual meeting, except in case of a tie vote, when both names shall be printed on the ballot.

*Submitted by George R. North, Delegate
Lyndell Local.*

(Approved by Resolutions Committee for action by Board.)

Resolutions Approved

A Resolution to Continue Dairy Council Milk Educational Work

WHEREAS, the consumption of fluid milk in the Philadelphia area is not as high as it should be and

WHEREAS, the well directed educational work carried on by the Philadelphia Inter-State Dairy Council has been helpful in maintaining milk consumption in this market at a level that compares favorably with other nearby markets.

THEREFORE BE IT RESOLVED that we, the members of the Inter-State Milk Producers' Association after years of experience with the work of the said Dairy Council do hereby endorse its helpful activities as a means of increasing the demand for our product and that this association on behalf of its members authorize and direct all dealers who purchase all or any of our milk to retain from the price which shall be due to us, one cent from each one hundred pounds of milk purchased by them from us during each settlement period, and at the end of each such period to pay, on our behalf, the money thus retained to said Dairy Council for services rendered to us, whenever such payments are matched in amount by similar contributions to said Dairy Council from buyers of our milk.

Presented by Executive Committee.

A Resolution to Impose a Five Cent Additional Tax on Oleomargarine

We recommend and favor legislation at the next session of Congress which will impose a five cent additional tax on all oleomargarine manufactured and sold within the United States.

Studies of the tax structure in various states have indicated that butterfat pays composite taxes of from eight to ten cents per pound while oleomargarine carries no such corresponding share of the tax burden. In all probability this condition also exists with reference to federal taxes and we feel that the proposed five cent tax will equalize to some degree the discrepancy between the tax burden now carried by dairy products and the taxes paid on oleomargarine.

In addition, increased sales of oleomargarine which takes place whenever butter

prices approach any satisfactory level, makes it impossible for the establishment of a sound dairy program under the Agricultural Adjustment Administration as contemplated by Congress and will in time cause a breakdown in the domestic dairy industry which will result in untold harm to dairy farmers and to the general public.

In this connection we point to the fact that dairying is the major agricultural industry of this country, and that we now have confronting this industry a national problem that must command the attention of Congress and the people for the purpose of determining whether oleomargarine, a synthetic product made in imitation and sold as a substitute for butter, is to be permitted to continue to undermine the dairy industry and not carry its just share of local, state, and national tax burdens.

Presented by Executive Committee.

A Resolution to Endorse the Work of the National Cooperative Milk Producers' Federation

WHEREAS the National Cooperative Milk Producers' Federation has performed and is performing valuable service to the Dairy industry of the nation through its legislative activity, its research and its wealth of assembled information on dairy organization and marketing problems and related subjects

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Association continue its active support of said Federation and that it take an aggressive part in the dairy industry's battle, headed by the Federation, to obtain a 5-cent per pound tax on all oils and fats imported into this country; to urge passage of legislation prohibiting movement of dairy products in interstate and foreign commerce from herds not officially tested and found free from bovine tuberculosis; to urge a tax of \$25.00 per head on all imported dairy cattle and

BE IT FURTHER RESOLVED that this association join with said Federation in commending the Federal Government in developing a program for the eradication of animals affected with bovine diseases; in asking southern farmers to assist the dairy industry which purchases from them

Making the Local Effective

WILLIS KERNS

Extension Rural Sociologist, Pennsylvania State College

I AM NOT SPEAKING to you this morning upon the subject announced, "Educational and Social Growth for the Farm Family." Instead, I am confining my remarks to something which seems to me at this particular time to be more significant, "Making the Local Association Effective."

Yesterday afternoon, Dr. Lininger, in his talk, presented to you some suggestions on the organization and reorganization of local associations. He developed the frame-work, the structure, that the local organization should take. He constructed the engine to be used as a vehicle by your local membership in getting where they want to go. It becomes my function this morning to stoke that engine; to suggest the sources of motivating energy; to provide coal and water; to say something regarding the proper lubrication of this mechanism, as well as focusing attention upon a most important consideration—the human factors involved in its operation.

About a year ago there was a good deal of talking and newspaper comment about the record breaking trip from Los Angeles to New York City made by a streamline train. The morning of the arrival of the train in New York City a broadcast was

conducted from one of its coaches. Several speakers were on the program—the presidents of the companies cooperating in this endeavor, the engineer, the designer of the train, and others interested. The last speaker on this program was

an important person in the field of locomotive engineering, President Gray, of the Union Pacific Railroad. Remarking on the success of the trip he said this—"After all mechanical inventions have been made; after all improvements known to designers and technicians have been developed; and after all of the mechanical intricacies that can be devised by the mind of man have been introduced, we have yet to consider the most important element in engineering—the human factor." And it seems to me that this factor is no less important in establishing and managing local cooperative associations.

Need for Solidarity

As I came into this ballroom this morning, I passed under an arch on which was pictographically presented the organization of the Inter-State Milk Producers' Association. The bottom blocks on either side were labelled "Membership." Upon these

were blocks labelled "Locals" and upon these in turn were "Local Officers," "Directors," "Executive Committee," "Fieldmen" and "Officers." At the apex of this arch, and forming the keystone was the most intangible, yet perhaps the most significant element, "Membership Morale." There is no question but what this block belongs where it is. It is the cohesive element which binds all related workers into a unified group. The block, "Membership Morale" is in the right place—the keystone of the association, for without it the entire structure would collapse. There must be developed among the membership of the local associations a feeling of "belongingness"—esprit de corps, or as Dr. Giddings would say, a "we" feeling.

Build a Better "Feeling"

It has been my observation that with reference to the Inter-State locals there has not been developed a high degree of solidarity among the membership. Too much of the feeling is that the producer is selling his milk to the association, and that the association is something apart from the producer himself. And perhaps there is a basis for this feeling. If a high degree of organizational consciousness is to be developed, it must be developed by the members themselves from the group up. It can not be developed by super-imposing ideas from above. One of your most important problems then is to make the member feel that he and his neighbors make up the association.

Particularly is a feeling of solidarity among the membership significant in a period of low prices. I dare say that the "we" feeling developed by and present in the Dairymen's League locals has been a major element in their having been able to go through the depression years in the way in which they have. The most important membership problem today is developing loyalty among the membership so as to prevent the producer breaking away from the organized buyer of milk when he receives an offer from an unorganized buyer at which he thinks is a favorable price.

And we need this same thing—organization consciousness—in all of the rest of our rural organizations. For just as Edmund Burke has said, "rural communities need to be knit together for the common good; no men can act with effect who do not act in concert; no men can act with confidence who are not bound together with common opinions, common affections, common activities and common interests."

Near But Not Together

Recently I was reading a book by "AE," the pen name of George Russell—an Irishman—one of the clearest thinkers on matters pertaining to rural life that last, or any other century has produced. He makes an important point when he says this, "The farmers in America remind me of concrete without enough cement in it" and he says a whole speech in one sentence. The farmers in America remind one of the sands on the beach. Farmers, like the sands, live close together. Physically they are side by side, but attitudinally they may be miles apart, and may have little in common except chemical make-up. Mere physical continuity means nothing. The thing most important is attitude. And the farmers, like the sands on the beach, when the various forces social, political, economic play upon them, move in individual and several directions do not move concertedly in a given direction toward a purposed goal. The development of organization consciousness on the part of the membership is a function worthy of serious consideration.

Problems of Inter-State Locals

The problems with which the local associations of the Inter-State are faced are highly comparable to the problems which affect most rural organizations.

In the first place, there is something of a lack of interest in the local association, and likely there are some real reasons for this lethargy. In one local annual meeting this fall, for example, out of more than 200 members of the local, 20 were present—and it was a good night. It took fully 15 minutes to find someone who would be willing to come to this Annual Meeting as a delegate—with expenses paid.



WILLIS KERNS

Some are not interested in the association because they feel that the benefits accruing from it are not worth the bother in going. Commonly attendance is bad; and the people do not participate in the meetings, but act rather as trolley-car type of individuals who come in, fold their hands, twiddle their thumbs, and sit.

A second problem of your local association is the lack of adequate leadership. Many of the leaders are unfamiliar with many phases of the program. Some are self-conscious and timid; some utilize poor leadership techniques; and some are blessed with an attitude that is not conducive to harmonious functioning of the local association.

A third major problem of the local association is the lack of satisfactory programs. Too often the program is not adapted to the needs of the community. Commonly the recreational and social aspects of the meeting are entirely omitted. Many times the educational features are of limited value, or, are of value to a limited group only. Business is commonly ineffectively conducted; introductions commonly are poorly made. Responsibility for certain phases of the program are indefinite or are not adapted to the individuals who are designated to carry them out.

Over-Organization

Many communities are over-organized. The various organizations that are present in community life make such demands upon the time of the individuals resident there that they have little opportunity for participation in the affairs of the Inter-State locals, and so competing events is a problem to be contended with.

Most of the local associations have their financial difficulties. No money is made available to them to make provision for

program features, and any money expended in developing satisfactory programs (with the exception of hall rent) must be borne personally by the individuals responsible.

Then, too, we could point out additional difficulties such as lack of meeting places. We could point out the existence of malignant attitudes, of petty jealousies which are present, in great or less degree, in many local organizations and carry with them disrupting tendencies.

Means of Attaining Strong Locals

If the locals of the association are going to attain strength and solidarity there are some specific steps that must be taken.

First of all, the membership must be interested to a degree greater than that which now exists. Probably one of the best means of securing interest of members is through their participation in the various aspects of the program. Therefore, it seems imperative that you urge the acceptance of responsibility and membership activity in the solution of all local affairs. This will aid in developing a feeling of ownership which individual members should possess. When new members are admitted to the association perhaps they should be sanctioned by the local officers of the community in which they reside. When leaders are elected who are to represent the locals in the conduct of their affairs, every effort possible should be made to make the individual members feel their responsibility for the quality of the persons elected. This will have the influence of developing the feeling of individual responsibility.

Then too, it seems highly significant that the women have a larger share in the program than that which they now enjoy. I was interested in a remark made yesterday by Mrs. Harry Williams of Maryland who forcefully pointed out that women do not attend local meetings nor are they active in the functions of the locals.

We talk a great deal about the Women's Program, but I am frank to suggest that the Women's Program, as far as the Inter-State is concerned, exists only in the minds of certain of its leaders, and therefore has little actual practical significance. Appreciating the visionary thinking that has been done in this connection needs to be translated from the office to the field. The possibility of utilizing the resources and energies and talents of the women are great. They can be most helpful in planning the recreational and social phases of the program—in being responsible for suppers, entertainments, and the facilitation of sociability.

Give Women a Part

The status of women in this association is comparable to the status of women in practically all of the milk marketing cooperatives throughout the country. The administration is beginning to realize that here is a potentially significant group which can contribute a great deal to the successful functioning of the local. Most of the cooperatives have just awakened to this realization and are "thinking of doing something about it."

The Dairymen's League is the exception to the above. In this cooperative association the women have played a very important part in developing social and educational programs, both in the local and district organizations. The League has mobilized the interests of the farm women through the establishment of a Home Department in their organization. I am not suggesting a separation of the membership into a men's group and a women's group. In the matter of corporate action there is no dichotomy of the sexes. What is the problem of the farmer is the problem of the farmer's wife. Not only should she be made partially responsible for the serving

of meals and the providing of social and recreational programs, but also she should be well-informed of the business affairs of the association. In the Dairymen's League she plays an important part in contacting the editors of newspapers in an effort to spread publicity of the cooperative movement, through articles supplied to them from the central organization. They have also distributed material through the rural schools and local organizations, and in many cases have been instrumental in procuring the cooperation of the local school teacher in serving milk dishes with school lunches, and otherwise aiding in increasing milk consumption generally.

The second means of attaining strong local associations is through the planning of satisfactory programs—and a satisfactory program does not consist of three hours of speech making. Someone has suggested that a good program contains some education, some recreation, and some inspiration. Some of the locals might like to add to this "some food" upon certain occasions.

Good Programs Needed

Programs, if they are to be successful, must be the result of long time planning, and of group effort. Furthermore, they must be carefully set up and made attractive to the local community. They should be adapted to the occasion; they should fit the needs of the community; they should have variety and balance; they should give all who wish an opportunity to take part. With this as the background, an understanding and appreciation of the immediate problems of the marketing of fluid milk can be more easily developed.

Strong locals can be attained and maintained only if the leadership is both conscientious and intelligently aware of its function. Local organization leaders must be trained. This may be done by gradually increasing the responsibility of the local organization, through local leadership training schools, and by conferences of special groups and of group leaders. It may be done through regular courses of study; through emphasis at the annual meeting; or by means of materials which are provided. If leaders are adequately trained, if they have the proper appreciation of their job, and if they have the technique for executing their function properly, we will have balanced programs; business will be effectively conducted; introductions will be rightly made; and a membership will arise which is participating in the affairs of the association. "Give light and the people will find their own way."

Any program developed by the local association which can be expected to be helpful must be pointed in the direction of meeting the needs of the people. This, of course, is impossible unless first of all those needs are determined. Therefore, what are the needs of the people in your local community?

Organizations must make changes from time to time, changes in the plan of the organization, and changes in the things which they do. But whatever the course the local association takes, it must continually study itself; must continually keep informed regarding its own needs; and must deliberately attempt to meet whatever needs are known to be present. Back of this attempt must be purpose and planning. A thorough-going program, then, consists in purposing—in planning—and in projecting.

Getting Along Together

The fifth means of attaining strong local associations is through their activity in getting along with other groups and among themselves. Groups must learn to work with each other if they are to be most effective. Such relationships can be improved by uniting efforts on common projects. Also, the different leaders of the organization may meet in council from time

to time or they may unite into an inter-group council.

Needs that are already being met by existing community organizations should not receive too great attention by the Inter-State locals. A job which is already being well done should not be tampered with. If the social, educational, community spiritual needs of a particular community are being met, a new organization just developing a program in that community should not include these things in its activity. Only by working together with other groups can these determinations be made.

How the College Can Help

There are some definite ways in which the personnel of the colleges of agriculture in the states, wholly or partially included in the Philadelphia milk shed, can be helpful.

1. They can assist in analyzing the needs of people in rural communities.
2. They can aid in projecting discussion programs by means of which rural people will become more nearly conscious of their own needs.
3. They can perform a function in helping to plan well-rounded and balanced programs and balanced programs are imperative. The Grange Master who in 1875 at the National convention in St. Louis said, "We must get together, play together, sing together, think together and work together if there is going to be any good arising from our efforts," made an important contribution to people who are attempting to plan and execute programs.

4. The Colleges can be helpful in the provision of program material. In rural sociology extension at State College, for example, we have some 30 or 35 mimeographed programs that are available to rural leaders through their county agricultural extension association office, free of charge. The material includes suggestions on games, picnics, celebrations, special days, and the like, and are yours for the asking.

5. We can also be helpful in the training of the local leaders in helping them to be more effective. Throughout the state, I said, we have been holding local leadership conferences in which we take up the problems of community organizations and the methods of meeting these problems. This, too, can be arranged for through the county agents or the home economics representatives.

6. The colleges can be helpful in giving local leaders a higher appreciation of the possibilities of community organization by means of which, forces operative in community life can be coordinated and joint activity sponsored.

Looking Ahead

In our discussion so far I have tried to point out the necessity of developing solidarity and organizational consciousness among the membership. Secondly, I have suggested some of the problems with which the Inter-State locals are now faced. Thirdly, I have indicated the means by which these problems can be met and strong local associations developed. And fourth, I have shown how we as state and federal educational workers can be used in helping you to meet your own needs.

In conclusion, I should like to offer for your consideration ten suggestions ten commandments—which I believe will be helpful in making the work of the association more effective:

1. Broaden your local programs. Plan your program to include social, recreational and educational activities.
2. Adapt the program to the needs of the local community.
3. Cooperate with other organizations in the local community.

4. Train your local leaders that they may function more effectively.

5. Include the entire family in the program of the local. Women and young folk can contribute significantly.

6. Strive for maximum participation on the part of your membership.

7. Provide the leaders with program suggestions.

8. Have more meetings per year—probably four. It is impossible to develop a feeling of "belongingness" with one annual meeting.

9. Make some provision for providing the local association with limited funds for developing local programs.

10. In connection with the annual meeting, hold a separate session for the women, but hold it at a time which does not conflict with the business meeting of the association. The women should learn more of the business organization and the essential purpose of the association.

Heretofore the Inter-State Milk Producers' Association has concerned itself solely with the material aspects of agriculture; it has concerned itself with economic advantages accruing to its membership. This should continue to be its major function but in the pursuit of that function certain other elements need to be considered. "Man cannot live by bread alone" and comparably man's organizations cannot endure unless they have room within them for social, recreational, inspirational, and educational participation—unless they have room within them for self-expression and continued growth. Human factors are paramount. For from whatever angle it is viewed, it becomes increasingly apparent that the basis of rural civilization is the people who live on the land.

More Profit from Clean Herds

Speaking of Bang's disease, Professor Bradt of Cornell University says: "In general, the heaviest infection is found in herds maintained through the purchase of replacements. Dairymen who raise young stock find that many of their herds are free of Bang's disease or that the number of infected animals is relatively small. Figures based on all tests made under the federal plan of eradication, indicate that fifteen per cent of the cattle tested react on the first test but only four per cent show infection on the second test."

"Progress in the control of Bang's disease in New York has been steady during the past year. Since last fall, more than 20,000 cattle have been blood-tested under the federal plan."

Professor Bradt says he believes the trend is toward greater activity in the control of Bang's disease in this state, and that dairy farmers find that once they eliminate Bang's disease, commonly known as contagious abortion, from their herds, that losses through lower milk production and breeding troubles are considerably reduced. Sellers of cows are finding that the demand is for blood-tested cows or for cows from herds that are free of Bang's disease as shown by the blood test.

"Laff every time you pheel tickled, and laff once in a while anyhow."

Dairy Market Problems

Dr. ROGER B. CORBETT,

Senior Extension Economist, U. S. D. A.

I AM GLAD of this opportunity of coming here and talking to you on "Dairy Market Problems." There is a new organization, just a year old this week, called the Northeastern Dairy Conference. This organization has been trying to work with dairy problems in the Northeast during the last year. I think it appropriate to talk about the problems they are facing because you are facing those problems too. It is particularly appropriate at this time because the conference executive committee decided to hold its first real annual meeting here in Philadelphia on January 7-8. You are members of the Northeastern Dairy Conference through the Interstate; thus, this meeting is your meeting.

This Northeastern Dairy Conference is a producers' organization; everybody who has a vote is a producer representative. It covers the so-called twelve northeastern states, from Maryland and West Virginia, northeast to Maine. In an organization of that size, only organizations can be members. The list of member organizations are:

1. State Dairymen's Associations.
2. State Farm Bureaus.
3. State Granges.

In addition to these the following Cooperative Associations are members:

1. The New England Dairies which is the big organization with headquarters in Boston.
2. Cooperative Dairy Associates operating primarily in Vermont and selling most of its milk in Boston.
3. Local Dairymen's Cooperative Association, which sells in and around Providence, Rhode Island.
4. Connecticut Milk Producers' Association with offices in Hartford.
5. and 6. The Dairymen's League Cooperative Association and Sheffield Producers' Cooperative Association, each operating in the New York market.
7. Your Interstate Milk Producers' Association.
8. The Maryland Cooperative Milk Producers' Association with offices in Baltimore.
9. Maryland-Virginia Milk Producers' Association operating in Washington, D. C. Those are the voting members in the Northeastern Dairy Conference.

All Interests Represented

When the conference was set up in New York a year ago, we had a man there who said he was not satisfied with any of these organizations; he was not satisfied that any of them should or could represent him. He had no use for cooperatives and wanted to have some other representation. Finally, one man got up and suggested that this man organize the Independent Order of Unorganized Dairymen. This will give you some idea of the difficulty of organizing the dairy interests of the northeast.

In addition to these voting members there are advisory members without a vote. Groups which take part in the organization but do not have a vote include:

1. Colleges of Agriculture in the twelve states.
2. Vocational Agricultural Teachers.
3. State Departments of Agriculture.

4. State Milk Control Boards.

5. The large buying co-ops: the G. L. F. and Eastern States Farmers' Exchange.

The Executive Committee is the policy-making body.

The State Dairymen's Associations are represented on this committee by Ralph Graham from New Hampshire. The State Granges are represented by David Agans of New Jersey. The State Farm Bureaus are represented by Arthur Packard of Vermont. There is also a member-at-large to this position a new man has just been appointed, due to a resignation, and that man is John Light from here in Pennsylvania. The dairy cooperative members on the committee are W. P. Davis, F. H. Sexauer, and I. W. Heaps. There are two unofficial members that work with the Executive Committee—J. C. Carrigan of Vermont, the chairman, and myself, temporarily acting as secretary.

Why has the organization, The Northeastern Dairy Conference, been formed? There have been new problems come up since the depression that are broader than milk sheds, one of which is the development of milk control. Eleven of our twelve states have some form of law having to do with milk control. In addition there is the Federal Government with milk licenses and agreements.

Gives An Organized Voice

It was felt by many that the Northeast should have an organized voice in what is done in Washington. Dairy leaders thought that if all the cooperatives could be brought into one organization to represent you as dairymen, it would increase the power this group had in Washington. It has been my experience in Washington that the administrators welcome this kind of working together. They will tell you that, "We cannot in administration go ahead of what our people want", and they are glad to have an organized group speak for producers. They welcome your group suggestions and I am sure it is the wish of the men in Washington that this organization should give the Northeastern dairy farmer a large voice in national affairs.

There are real questions to deal with on the relationships among the different states and between states and the federal government in market stability and control. There are, for example, six states interested in the New York milk shed. Comparatively little progress had been made and it was felt the Northeast Dairy Conference, representing the whole territory, could do a great deal toward clearly defining the relations among the states themselves and between the states and the federal government. Eighty-five per cent of Vermont's

milk moves out of the state. So much of the milk is in Interstate Commerce that this problem of relationships between the states and the federal government is very important.

Another important problem, one that faces all of us, is the relationship between control agencies and our cooperatives. If control is to last for a long time, just what is the place of the cooperatives? That is not clear-cut at the present time.

If Control Stops—What?

If control is not to last do we dare permit our cooperatives to be weaker organizations when control is snapped off? It seems to most of us the thing to do is to get around a table to arrive at a better understanding.

One other phase that may seem far removed is the relationship between this region and other sections of the country. You may say that is going pretty far afield. Let me just point out one set of facts to you. Following the War it happened that the number of pounds of grain which could be bought with one pound of butterfat jumped from something like 17 pounds to 30 pounds, a very large increase. What happened? Figures show that the production of butterfat in the central west increased by leaps and bounds. They began to milk cows. At first blush we say these low feed prices are the best thing for us in the Northeast. But let us think of the competition that is sure to develop.

It looks to many men in the Northeast to be wise that we have an organization to face such problems. The Northeastern Dairy Conference has a committee to deal with such questions which is called the Coordination committee, of which Uncle George Putman, President of the New Hampshire Farm Bureau, is chairman and Dr. M. C. Bond, of Cornell University, is secretary.

Another group of problems faced by this organization has grown out of disease control. The federal appropriations for disease control have been large in the last few years. An original appropriation for Bang's disease was \$17,000,000 with emergency appropriations of \$12,000,000 for tuberculosis and \$1,000,000 for mastitis having been made. The question came up just how that money was going to be divided among the states, and it seemed desirable for the Northeast to have a committee to deal with these questions. The disease control committee of the Northeastern Dairy Conference was therefore established and has had something to do with the way the money has been distributed. The indemnity for Bang's disease was raised \$5 per head recently on other than pure bred cattle. I think our committee also had something to do with that. Probably even more important is the fact you can now retest for Bang's disease until you have two clean tests. This is helpful to all of us here in the Northeast who want to clean up Bang's. Leon Chapin of the Dairymen's League is chairman of that committee and E. S. Foster of the New York Farm Bureau Federation is secretary.

Cow Replacements

Another problem which the conference has been facing is that of dairy herd replacements. Maybe that is not particularly interesting here, but you will find in Northern New York, Vermont, New Hampshire, and Maine a lot of producers having a surplus of cattle for sale. In Massachusetts and Rhode Island you will find the dairymen have decided that they might

better buy their replacements than raise them. That is also true in Orange County, New York. New Jersey raises fewer replacements per dairy cow than either Connecticut or Rhode Island.

Producers in these near-market areas are going to Wisconsin for their replacements. I sat one evening in the home of a cow dealer in Rhode Island. He called a man in Wisconsin on the telephone who was secretary of an organization to sell cows, and in a brief conversation told that man that he wanted a carload of cows. He said, "Jim, you know the type of stuff we want, make them about half yellow and half black and white cattle." Those were all the instructions he gave. Can't we organize here in the Northeast so that replacements can be transferred more efficiently from those dairymen who want to sell to those who want to buy. You know the situation here much better than I do but I suspect the counties near Philadelphia are in much the same position as those in southern New England.

In New York state the records of 20 cattle dealers were studied. Three-fourths of their business was based on credit. Their gross margin averaged \$13.50 on each \$100 of sales and of that the credit cost was \$9.70. It was common, apparently, among these men, to give a discount of \$10 per cow for cash.

Disease Control

Can't we, with the disease control programs making it easier to get clean cattle, form some type of organization that will help take care of these replacements more efficiently? We have a committee studying it. If we can get the facts it may lead us to the right solution. The chairman of this committee is J. G. Watson, editor of the New England Homestead, and the secretary is F. A. Harper of Cornell University.

Another problem this group is facing is "consumer relationships and milk consumption." That is a subject on which you are particularly strong in Philadelphia. However, Dairy Council work in many northeastern markets has been on a decided decline since 1930. Do we want this work to decline? Do we want to remove from the schools and P. T. A.'s this constant emphasis on the food value of milk? That is one of the central problems to be considered in this connection. When Mr. Colhee was talking yesterday I could not help thinking of a story an army major told me of boys who were finding fault with the milk they were served in one of the C. C. C. camps. One boy wrote his Congressman that they were getting watered milk, terribly poor stuff. When the matter was traced down, they found that this boy was from Brooklyn, N. Y., and the only milk he ever had in his life was canned milk. When he got some honest to goodness fresh milk, he thought there was something wrong with it.

Consumer Relationships

One other problem of consumer relationships is the lack of knowledge of facts on the part of the consumer. I recently heard some people talking in Washington and they thought the dairy farmers were so well protected from competition that milking cows and making money always went together. They thought that dairy farmers are exceedingly wealthy people. Let us face this lack of understanding and get the facts out.

There is a growing movement in consumer cooperatives. I have had several talks with people connected with them. Their mis-information is unbelievable. It is an eye-opener to sit down with those people and let them know the facts. There is a real job in this problem of milk consumption and consumer relationships. I am glad to tell you that the chairman of this new committee on consumer relation-

ships is your new manager, A. H. Lauterbach, and the secretary is Dr. F. E. Lininger of Pennsylvania State College. The last three of four important appointments of the Dairy Conference committees have all been Pennsylvania men. I might say also, that Mr. Colhee is a member of this committee.

In the general educational work which the Conference is facing we might mention the base-surplus plan. All Northeastern milk sheds except New York have some form of the base-surplus plan. There has been quite a demand during the depression to do away with the principles of the base-surplus plan. Look at the rest of Agriculture and what they are doing. The wheat farmer now has a base; the corn-hog farmer now has a base; and other producers



ROGER S. CORBETT

seem to be planning to establish production bases. Talk about the present-day planners, you dairymen are 15 years ahead of them. You have been practicing a plan to fit your production to your market needs since about 1918. People are always dissatisfied with present conditions in a depression period. Let us think it over pretty carefully before we criticize the base-surplus plan too much. Let us see why other producers are moving toward a similar plan, rather than away from it.

Classified Price Plans

The classified price plan is another subject that has been under fire. A U. S. Senator made the remark when he first heard of classified milk prices that this was the first time in his life he knew a cow gave three kinds of milk. Apparently he thought it was all very foolish.

I frequently think back to an incident in a cooperative produce market in Providence, R. I., where each man brought in his produce and sold it himself. As near as one could judge, three hundred boxes of summer squash could be moved at a fair price the particular morning in question. But there were something like 500 boxes on hand and the buyers sized up the situation in no time and summer squash moved all that morning at the price of the boxes in which they were packed. The 300 boxes probably would have sold for a reasonable price. The 500 boxes caused all that were sold to bring only enough to pay for the boxes.

We have set up for milk a classified system of prices, because we have a certain market to supply, which means a necessary

surplus. Without classified prices this surplus would set the price for all our milk. Let us think of the value of these plans as well as the difficulties and remember that right now other producers are moving toward classified price plans.

Cream Market Competition

The cream problem is one we are interested in. Apparently cream has been moved from one shed to another, sometimes by cooperatives, at "dumping" prices. Cream has been sold at its destination for less than the price prevailing on the market from which it was shipped. Is there not some way by which our cooperatives can get together and prevent this? The National Cooperative Milk Producers' Federation has set up a committee to work on it. The Northeastern Dairy Conference wants to help. There are some studies being made of the problem and we will shortly have some facts as a basis for what should be done.

I will just mention one thing more, the dairy cow cycle. If there is any method by which we can predict the trends of our industry it is on the basis of the dairy cow cycle. If you had followed this cycle for twenty years, you could have told very closely what conditions were in the dairy industry.

On the basis of the dairy cow cycle the dairy outlook is better than it has been at any time in the last five years. If you are not acquainted with this thing called the dairy cow cycle, I am sure the agricultural extension service in each of your states will be glad to make the introduction.

Congratulations

May I close with a personal word? May I congratulate those leaders who, in 1916-17-18, had the foresight to set up this organization? Think of the leadership of "Daddy" Willits and the men who built this organization. Think back over the years and you realize how valuable the foresight of these men has been. And now you have come to the point where you are making changes. I want to congratulate you on what you have done. I want to congratulate you on having selected a man of proven ability as manager, one who has earned the respect of dairymen from one end of the country to the other. During the few months in which I worked closely with him I learned to respect him and to admire him. I enjoyed tremendously working with him. I know you, too, are going to enjoy working with him in the future.

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"Jane," said a lady to her servant, "you have broken more than your wages amount to. What can be done to prevent this?"
"I really don't know, mum," said Jane, "unless you raise my wages."

A speaker will be furnished for your Local meeting if you ask your fieldman for one.

Good Cows Pay Best

Milk production costs in New Jersey are high even among the most efficient herds. E. J. Perry, extension dairyman at the State Agricultural Experiment Station, Rutgers University, finds in studying figures recently compiled by Waller and Carnecross for the year ending August 1, 1934.

Of the 162 New Jersey herds which were studied, 11 of them averaged less than 250 pounds of fat per cow. In this group, the feed cost was \$70.83 per cow and the net cost \$151.04 as against the \$89.96 feed cost and the \$189.97 net cost per cow in the 26 herds averaging 350 to 400 pounds of fat per cow. However, the cost per quart of milk produced in the low yielding herds was nearly two cents more than in the high yielding herds, or 6.5 cents as against 4.7 cents per quart, and the cost per pound of fat was 67 cents as against 58 cents.

The net cost per cow for all of the 162 herds was \$171.80, or 5.1 cents per quart of milk. All of the herds studied were tested in the Dairy Herd Improvement Associations and the average production per cow of 8,151 pounds of milk testing 3.8 percent was 38 percent above the average of all New Jersey cows for 1933.

Feed, including pasture, was the largest single item of cost in keeping this comparatively high producing cow. The average of \$84.69 per cow was 44 percent of the total cost. Man labor made up 20 percent of the total yearly cost; the operator's labor was charged at the same rate as hired labor or at 22.7 cents per hour for the 166½ hours involved. The use of buildings constituted eight percent, depreciation on cows seven percent and all other costs such as dairy equipment, bedding, veterinary services, etc., 21 percent. In figuring the net cost, credit was given for the value of manure produced and the value of calves less than a week old. These two items amounted to \$20.98.

Comparing all Guernsey herds with all Holstein herds, the cost per pound of fat was nearly the same, or 66 cents and 65 cents, respectively. Naturally the Guernseys had a higher cost in the production of milk or \$3.13 per 100 pounds as against the \$2.24 for Holsteins.

Such studies as these, which are now being made in many sections of the country, are valuable in informing the consuming public when milk prices advance and in indicating to the producers what standards of production must be attained in order to make any profit. Cost and profit figures also play an important part when credit and loans are considered.

Co-ops Lead the Parade

The history of the changes in distribution of food products proves that farm marketing cooperatives have led the parade in the evolution of distribution and have made great progress in eliminating "in-between" profits and the agencies that lower prices to farmers and raise prices to consumers, said John Brandt, president of Land O' Lakes Creameries, Inc. in a paper delivered at the American Institute of Cooperation's annual meeting in July.

Farm marketing cooperatives, he added, have also led the field in quality improvement, sanitation, elimination of unfair practices, false labeling, and substitution.

Real Estate Agent (deciding to be frank): "This house has one or two drawbacks. To the north is the gas works, to the south a rubber factory, on the east a vinegar plant, and on the west a glue plant."

Prospective Purchaser: "Good heavens! What a neighborhood."

Real Estate Agent: "Quite so, but the price is low, and you can always tell which way the wind is blowing."

He sipped the nectar from her lips
As neath the moon they sat,
And he wondered if ever another man
Had drunk from a mug like that.

Returned milk? Call your fieldman to find the reason.

Father: "Fancy a big boy like you afraid to sleep in the dark."
Five-year-old: "It's all very well for you, you've got mother to look after you."

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Human Values

"What of the human value of the cooperative movement?"

"The most useless man in the world is the one who has lost his freedom."

"I have seen economic conditions so constructed that many—my own father and my neighbors—lost their economic freedom. I have seen men like a chain gang to sign away their milk at prices about which they were not even consulted."

"As a farm boy I have burned with resentment, as I followed an old horse up the long potato rows, over my helplessness in marketing the potatoes I was caring for."

"I have had my hopes raised and my spirit fired by the promises of politicians and demagogues over what this or that political party or this leader was going to do for me, only to have both dashed to earth by my own analysis of the faulty economics of such promises."

"Never—and young men remember this—as a farm boy did I see the slightest chance to escape from the economic bondage which bound my father and his neighbors, which crushed their spirits, which tended to make them men without hope, mean, narrow, small, until I grasped the significance, the availability, and the practicability of the farmer-owned, farmer-controlled cooperative as a means of doing farm business."

"Not until then did I see how my few dollars and the few dollars of my neighbors could be rolled into sums which matched the capitalization of the giants in the business field."

"Economic freedom and spiritual freedom are the greatest possessions of the farmer. The cooperative movement alone stands as the practical means for a farmer both to win economic freedom and to safeguard his spiritual freedom."—From a talk delivered to the American Institute of Cooperation by H. E. Babcock, manager of the Grange League Federation Exchange.

The young wife was heart-broken.
"What's the matter?" asked a friend.

"Oh, my husband is so absent-minded. After breakfast he left a tip on the table, and when I handed him his hat and coat he gave me another dime."

"Well, that's nothing to worry about. Just force of habit."

"That's what worries me. He kissed me, too, when I gave him his coat and hat."

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Feed turned into milk and body structure is re-sold at a profit. What passes WITHOUT ASSIMILATION is feed money thrown away. Normal milk-making activity is entirely too much to expect from cows in stable, consuming a diet of dry, heavy grains and roughage, unless you BUILD VIGOR into the sluggish organs of production and reproduction.



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take the precaution of building up vigor and resistance. Because the modern dairy cow is forced far beyond her natural capacity, costly ills and breakdowns are so common at or following calving. You can help Nature and save money for yourself by including KOW-KARE in the feed of cows about to freshen. Thousands of cow owners have found the profit of using this common-sense precaution.

For cows off feed or subject to ailments due to lowered vitality, Kow-Kare will quickly demonstrate its worth. Sold by general stores, feed dealers and druggists, in \$1.25 and 65¢ packages. (Your dealer will offer a saving in dozen lots.) Order direct if dealer is not supplied.

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Production Drops Sharply

A "TIGHT" MILK market prevailed throughout November with many producers shifting their outlets as opportunity presented. Production showed an increase toward the close of the month, believed due to housing the cows and better feeding. A similar shortage of milk was reported from all parts of the Northeast.

As a result of this situation very little local cream was available. Government market reports showing that only 9 per cent of the cream receipts at Philadelphia during the week ending November 23 came from states sharing the Philadelphia milk shed. The week before only 13 per cent was of local origin and for four weeks the local cream comprised 17 per cent of the total.

Price schedules throughout the milk shed remained unchanged although some reports indicated that premiums were asked for fluid milk in some quarters.

The manufactured dairy products situation shows higher prices, reduced production, storage stocks decreasing rapidly although still slightly above a year ago, and a greater consumer demand. This demand was slowed up in the case of butter, however, when prices made their mid-November spurt.

Butter—Production in October was 119,602,000 pounds, down 10.6 percent from last year, 10 months production down 2.8 percent; trade output 148,227,000 pounds in October, up 0.2 percent from last year; storage supplies 120,038,000 pounds on November 1, up 8,965,000 pounds compared to a year ago; November average price of 92-score at New York was 32.26 cents as compared to 29.38 last year and 28.09 in October. Prices rose sharply from 29.5 cents on November 1 to 35 cents on November 13, then going irregularly downward to 32.5.

Cheese—Production in October was 53,315,000 pounds, up 15.7 percent from a year ago, 10 months production up 0.9 percent; trade output 62,476,000 pounds in October, up 4.5 percent; storage supplies 100,682,000 pounds on November 1, down 2,150,000 pounds from a year earlier; October average prices of single daisies at Chicago 16.1 cents compared to 13.05 a year earlier, prices had reached 17.5 cents by November 30.

Evaporated Milk—Production in October 105,325,000 pounds, down 21.5 percent from October, 1934, ten months production up 10.6 percent; trade output 217,284,000 pounds in October, a 140.6 percent increase, (10 months, 6.7 percent

increase); storage stocks on November 1 were 229,065,000 pounds, down 13,365,000 pounds as compared to a year earlier; price, per case, \$2.59, a 6 cent increase over last year.

Total Milk Equivalent—Production in October down 8.1 percent compared to 1934, down 1.1 percent for ten-month total; apparent trade output up 8.1 percent in October, ten-month total down 3.7 percent; storage supplies on November 1 represent 4,352,403,000 pounds of milk, an increase of 201,832,000 pounds as compared to a year ago, or 4.1 percent.

The foreign butter situation has changed decidedly. Whereas on September 26 the price of New Zealand butter at London was within a cent of the price of 92-score butter at New York that spread on November 21 was 10.7 cents. Should this spread increase another 5 cents we may expect imports over our 14-cent tariff wall. Storage stocks of butter in Great Britain were reported as of October 26 as only slightly more than one-half as great as a year ago.

Special attention is called to the reciprocal trade treaty with Canada. This treaty reduces the tariff on butter from that country to 12 cents a pound and cuts the cream tariff from 56.6 cents a gallon to 35 cents, making it equivalent to about 8.75 cents a pound of butter should 40 percent Canadian cream be made into butter in this country.

Prices for 3.5 percent milk for November as set by the Pennsylvania Milk Control Board are:

Philadelphia, f. o. b. loading platform or receiving station:
Class I \$2.60
Class II & IIB 1.43
Class III 1.13

Pennsylvania secondary markets, f. o. b. dealers plant:

Class I \$2.24
Class II 1.58
Class IIB 1.43
Class III 1.13

Butterfat differential on Class I, II, and IIB is 4 cents per point. The price of Class III milk of any test can be found by multiplying the test by 32.26 cents.

The Five Sources of Surplus

Surplus—which is always responsible for market breaks in fluid milk—has five sources of origin, any one or all of which may contribute to an uncomfortable situation. As classified for the American Institute of Cooperation by George W. Slocum of the New York Dairyman's League

MILK PRODUCERS REVIEW

Cooperative Association, the five origins are:

1. Shrinkage in consumption.
2. Increased production by unorganized dairymen.
3. Milk bought by fluid dealers at manufacturing prices.
4. Restrictive membership policies of cooperatives.
5. Gravitation of supplies from one market to another, either through operations of groups of producers or dealers.

Unless in the role of being just butter-makers, and egg-handlers, and milk dealers, the cooperatives can do the job of marketing butter and eggs and milk as well as these products are being marketed by competing agencies, not even these great cooperatives will long endure, nor should they. —H. E. Babcock, manager, G. L. F. Exchange.

Dad: "Well, Willie, what did you learn at school today?"
Willie: "Not to sass Billy McNutt."

Friend: "Whom does your little son look like?"

Happy Father: "His eyes are mine, the nose is my wife's, and his voice, I think, he got from our auto horn."

Teacher: "Now, Robert, what are you doing learning something?"
Robert: "No, sir; I'm listening to you." —Tid-Bits (London).

Wife (reading): "It says here they have found a sheep in the Himalaya Mountains that can run forty miles an hour."

Her Hubby: "Well it would take a lamb like that to follow Mary nowadays."

Burglar Bill: "And after yez got away from de cop, where did yez hide?"

Burglar Sam: "Oh, I just ducked into de city hall, flopped down in a chair and put me feet on a desk."

NOVEMBER BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	30 1/2	29 1/2	29
2	30 1/2	29 1/2	28 3/4
3	30 1/2	29 1/2	29
4	30 1/2	29 1/2	29 1/2
5	30 1/2	30 1/4	29 1/2
6	31 1/4	30 1/4	29 3/4
7	31 1/4	30 1/2	29 3/4
8	31 1/2	30 1/2	30
9	31 3/4	31	30 1/4
10	32	31 1/4	31 1/2
11	32 1/4	31 1/2	31 1/2
12	32 1/2	31 1/2	31 1/2
13	32 1/2	31 1/2	31 1/2
14	32 1/2	31 1/2	31 1/2
15	32 1/2	31 1/2	31 1/2
16	32 1/2	31 1/2	31 1/2
17	32 1/2	31 1/2	31 1/2
18	32 1/2	31 1/2	31 1/2
19	32 1/2	31 1/2	31 1/2
20	32 1/2	31 1/2	31 1/2
21	32 1/2	31 1/2	31 1/2
22	32 1/2	31 1/2	31 1/2
23	32 1/2	31 1/2	31 1/2
24	32 1/2	31 1/2	31 1/2
25	32 1/2	31 1/2	31 1/2
26	32 1/2	31 1/2	31 1/2
27	32 1/2	31 1/2	31 1/2
28	32 1/2	31 1/2	31 1/2
29	32 1/2	31 1/2	31 1/2
30	32 1/2	31 1/2	31 1/2
Average	32 1/2	31 1/2	31 1/2
Oct. '33	29 3/4	28 3/4	27 1/2
Nov. '34	30 3/4	29 3/4	28 1/2

INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY

Vol. XVI

West Chester, Pa., and Philad.

Northeastern Dairy Conference Philadelphia, January 7-8 Grady, Sexauer, Holman, Duryee, Wentworth On Program

DAIRYMEN in the Philadelphia milk shed have a rare opportunity to obtain first hand information concerning some of the perplexing problems which today face the dairy industry of this part of the country. These problems affect directly every farmer who depends upon milk for cash income.

They will be discussed freely and frankly at the Northeastern Dairy Conference which meets at the Broadwood Hotel, Philadelphia, Pa., on January 7-8. Every subject on the program will be covered by a man with successful experience and of national reputation in the field under discussion, thus enabling producers in this milk shed to get in concise form, the benefits of that experience gained in other milk sheds but which may be applied here also.

Clarification of major issues and problems confronting the dairy industry will be sought at the conference. Several hundred milk producers, cooperative leaders, milk distributors, and state and federal milk control officials are expected to attend the two-day session.

The Northeastern Dairy Conference is, in fact, a coordinating organization representing the dairy industry in the 12 Northeastern states. Topical discussions for the two-day meeting include consideration of producer-dealer relationships, present and future needs of cooperatives, the place of state and federal governments in stabilizing milk markets, and reciprocal trade agreements between the United States and foreign countries. In addition, demonstrations of the work of the Philadelphia Inter-State Dairy Council under the direction of C. I. Cohee, executive secretary of the Council, will be featured during the two-day meeting.

Producer-Dealer Relationships

I. W. Heaps, manager of Maryland Cooperative Milk Producers, Baltimore, Md., is scheduled to preside at the opening session of the meeting on the morning of January 7. A report on the objectives of the Northeastern Dairy Conference will be given by J. E. Carrigan of Burlington, Vt., chairman of the Conference and director of the Vermont extension service.

The principal discussion during the morning session will center around producer-dealer relationships. The producers' point of view will be discussed by B. B. Derrick, secretary of the Maryland and Virginia Milk Producers' Association, Washington, D. C. Producer-dealer relationships from the standpoint of the milk distributor will be discussed by W. A. Went-

An Invitation

Milk producers are urged to attend this conference. The entire program is planned to clarify important issues confronting milk producers throughout the Northeast. Every subject scheduled is of vital concern right here in the Philadelphia milk shed. Plan to attend.

worth of the Borden Company, N. Y., and secretary of the Dairy Industry Committee. The views of the general farm organizations will be expressed by A. H. Packard, of Burlington, Vt., president of the Vermont Farm Bureau. Following a general discussion of producer-dealer relationships from the floor, Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation, Washington, D. C., is scheduled to talk about the effects of this country's foreign trade policy on the dairy industry.

B. H. Welty, president of the Inter-State Milk Producers' Association, Philadelphia, will preside

over the afternoon session which will be devoted to a consideration of present and future needs of cooperatives. Facts relating to the producers' contract will be presented by Donald Kane, counsel for the National Cooperative Milk Producers' Federation. A discussion of producers' contracts will be led by T. G. Stitts, of the Farm Credit Administration's dairy section. Facts relating to the sales contract will be presented by Mr. Heaps. Problems connected with secondary markets will be presented by W. P. Davis, manager of New England Dairies, Boston, Mass. A discussion of this subject will be led by H. W. Fienemann, manager of the Connecticut Milk Producers' Association, Hartford, Conn.

Reciprocal Trade Agreements

An evening session, over which James S. Pates, chairman of the Pennsylvania Milk Control Board, will preside, will be held on January 7. Two men, nationally known in their respective fields, will speak. One will be Dr. Henry F. Grady, of Washington, D. C., chief of the trade agreements section in the State Department. He will discuss the relationship of international trade and reciprocal trade agreements to the dairy industry. The other speaker will be F. H. Sexauer, president of the Dairymen's League Cooperative Association, New York. Mr. Sexauer will discuss the relationship of the dairy industry to consumer and other group interests.

The morning session on January 8 will be presided over by H. J. Baker of New Brunswick, N. J., director of New Jersey's agricultural extension service. The morning program will be devoted to consideration of the place of the state and federal governments in stabilizing milk markets.

William B. Duryee, New Jersey's secretary of agriculture and chairman

(Please turn to page 16.)

Reorganization Progress

THE REORGANIZATION committee is hard at work! They have studied the corporate set-up, the by-laws and the membership marketing contract used in many of the most successful cooperatives, especially of those in the Northeastern part of the country where conditions are most similar to our own.

Conferences have been held with officials of the Maryland and Virginia Milk Producers' Association, operating at Washington; the Maryland Cooperative Milk Producers' Inc., operating at Baltimore; the Connecticut Milk Producers' Association, operating in several Connecticut markets; the New England Milk Producers' Association, operating at Boston and neighboring markets; and the Dairymen's Cooperative Sales Association, operating at Pittsburgh and neighboring markets.

Plan New Contract

A membership contract, or marketing agreement has been drawn up by the committee, incorporating what impressed the committee members as the best features of the various contracts studied by them. It is similar in many respects to our present membership contract but changes have been made where it was felt that it would strengthen the relationship between members and the association, giving greater service to the members. These services will be vital to them and at the same time assure a stronger association.

This membership contract will be submitted to the Board of Directors at its meeting sometime during the week of January 6 and after meeting the board's approval will be submitted to legal counsel with national reputation on agricultural cooperatives for their study and scrutiny. The Farm Credit Administration at Washington has been called in for consultation in making the preliminary drafts of the contract and will be consulted further, together with the Pennsylvania Department of Agriculture and Markets.

To Render More Service

Every effort is being made to develop a contract which will protect the best interests of the membership and which will permit rendering such services as may appear desirable and profitable to the members.

The same committee has also given the by-laws considerable study. They have declared their intention to prepare a set of by-laws which

will incorporate the best features found in the by-laws of similar cooperatives—plus such changes as will fit them to conditions found in Inter-State territory and also including needs which were made evident by the depression.

By-Laws Studied

The committee is planning to meet again before the next meeting of the Directors and draw up the by-laws, incorporating the ideas obtained through conferences with other cooperative leaders.

As with the membership marketing agreement—or contract—the by-laws will also be submitted to legal counsel experienced in cooperative structure and operation. Here again the object is to draw up a set of by-laws, which when put into effect, will insure the maximum of service to the members, individually and collectively.

Following the study of the contract and by-laws by legal counsel any changes suggested by them will have to be considered by the Board of Directors. When these documents are worked into a form acceptable to all parties application will be made for a cooperative charter un-

der the laws of whatever state will be preferred, most likely the Commonwealth of Pennsylvania.

A certain amount of deliberateness is characteristic of setting up a new organization. Not only must extreme care be exercised that such an organization meets the needs for which it is intended but every word, phrase, sentence, paragraph and even punctuation mark must be right from a legal viewpoint so that the contract and by-laws can be interpreted as intended.

Will Get New Charter

Furthermore, before a charter is granted by the State the legal department of the state must make sure that these documents are in full accord with the provisions of the law under which the charter is sought.

Because of these many needs for accuracy and caution we can not predict when milk producers in the Philadelphia Milk Shed will be given an opportunity to indicate their approval of the set-up of the proposed new cooperative. Watch the Inter-State Milk Producers' REVIEW each month for a report of progress.

Pennsylvania Farm Show

It is unnecessary to tell most REVIEW readers about the Pennsylvania Farm Products Show which will be held at Harrisburg, January 20-24. It is an outstanding show with a wide variety of exhibits plus educational features which gives it a rank with many state fairs.

Almost every kind of agricultural product from Pennsylvania's widely diversified agriculture will be on display. Cattle, horses, poultry, sheep and swine—exhibited by adults and young folks—also almost every kind of crop, machinery and equipment, feeds and seeds, fertilizers, nursery products, home equipment, etc., will be shown to the public.

Of special interest to many REVIEW readers will be the milk contest in which samples of milk will compete for prizes. Special classes are arranged for raw milk, pasteurized milk and certified milk. The various dairy breed associations offer special prizes for the highest scoring sample from herds of their respective breeds. Separate awards are made for milk from large and small herds.

The Inter-State Milk Producers'

Association is offering a special prize for the highest scoring sample of milk exhibited by a member of the association. Similar awards will be made by certain other dairy marketing cooperatives.

Full information, including a premium list and entry blanks, can be obtained from the Farm Show Commission, Harrisburg, Pa.

Course in Milk Testing

Stating that the testing of milk and its products is an important part of the State's dairy practice, Forrest C. Button, professor of dairy manufactures at New Jersey College of Agriculture, Rutgers University, announces that the short course in milk testing to be given at the College February 10-15 will give practical preparation for the State testing license examination.

Most persons would succeed in small things if they were not troubled with great ambitions.

Do We Need Bargaining Cooperatives?

THE QUESTION has been asked of late whether it is necessary to continue bargaining cooperatives. This question, no doubt, has been raised in the minds of many producers because of the possibility of Federal and State Control taking away many of the past functions of the so-called bargaining cooperatives such as the "Inter-State."

I, personally, have been connected with cooperatives that followed their product all the way to the retail stores, as well as with bargaining cooperatives. I have always been of the opinion that if a bargaining cooperative could receive as much money for its product by bargaining with someone in distribution doing an efficient job there was no need of the producer going into the distributing end of the business. I, at one time, had charge of a feed department of a large mid-western cooperative and the question at that time was raised as to whether the cooperative should own its own mill and manufacture its own feed for the farmer members. After considerable investigation and study of costs it was decided that, because of their tremendous volume, the mills in that particular territory could prepare the feeds for this cooperative more efficiently and at less cost than could the cooperative if it would enter the manufacturing end of the business.

As I see it, the same thing is true of the distribution of milk. If those now distributing the milk are doing a job equal to what the producers themselves could do, there is no reason why the producers should invest the money necessary to do that job.

We have indicated in the REVIEW previously that we are not opposed to Federal and State regulation

but from all indications it will take years before the courts finally decide where the dividing point of authority will be between the Federal and State regulation and there is no way by which the dairy farmer will have representation unless he has powerful bargaining organizations in everyone of the fluid milk markets of any size.

In making a study of the cooperative movement of the entire United States, we find that bargaining cooperatives are becoming stronger every day and in those markets where they have failed an attempt is being made, because of the chaos in the market, to rebuild them as soon as possible.

In analyzing the success and failure of Federal and State control within the last few years, we find that the most success was attained by both State and Federal regulations in markets where strong bargaining cooperatives were in existence.

I would say, for the present at least, that full and complete utilization of the distributive methods now in existence offer a safe and practical policy for organized dairymen in the distribution of milk. Exceptions to this rule will be made, of course.

A noted authority on milk marketing has said, "Collective bargaining as to milk prices has come to stay. Policies adopted can be such that collective bargaining will protect at once the long-time interests of efficient producers and distributors and likewise protect the best interests of consumers."

A. H. Lauterbach

New Order Considered

RECONSTRUCTION of Order 24 by the Pennsylvania Milk Control Board is now under way. A tentative draft of the order was distributed to members of the industry about December 19, together with invitations to a conference at Harrisburg on December 23 for a discussion of the various features of the order. This conference permitted each group to discuss its provisions and offer recommendations for changes.

Milk dealers attending the conference were almost unanimously opposed to the order as it then stood. Farmer organizations were divided in their expressions concerning it, some approving and others asserting that some features were economically impractical and would therefore be sources of trouble.

Provisions which brought objections were the grouping of fluid cream with fluid milk into Class I; raising the price of cream for ice cream out of line with competition from outside; decreasing the f. o. b. price on the Philadelphia market; raising cream prices to consumers; abandonment of the basic-surplus plan of production control; and lack

of any provisions for "A" milk, either in premiums to producers or price schedules to consumers. It was stated, however, that "A" milk would be covered later in a supplementary order.

General Manager A. H. Lauterbach and President B. H. Welty represented the Inter-State at the conference with Mr. Lauterbach acting as spokesman. He expressed his disapproval of certain provisions of the order, pointing out especially that lowering Class I price f. o. b. Philadelphia put the nearby Pennsylvania producer at a decided disadvantage as compared to nearby New Jersey producers. It was also emphasized that putting fluid cream in Class I with fluid milk and raising the price of cream for ice cream may deprive Pennsylvania producers of their cream market because of competition of cheaper cream from outside. Raising the present high price of cream to consumers will tend to reduce consumption and may cause many consumers to use evaporated milk instead of cream for many purposes, a market difficult to regain if once lost.

Abandonment of the basic-surplus plan was not approved by the Inter-State, the control board's attention being called to the resolution which was passed at the Association's annual meeting without a dissenting vote in which the control boards operating within the milk shed were called upon to draft and announce forthwith basic plans for both 1936 and 1937.

It was also urged, because of the uncertainty of court decisions outlining permissible power and scope of control board activity, that the control board give its approval to the dairy industry in the Philadelphia area getting together and drawing up a marketing plan—the best that give-and-take bargaining can devise—and the control board act as an arbitrator. This plan, of course, would be the result of the joint work of all dealer groups and all producer groups, the suggestion being made that the Inter-State and the Allied organizations and other producer groups be included in all deliberations.

It is understood that the order is being revised in the light of objections raised and recommendations made at the conference. Its date of announcement is uncertain but may be expected within a few weeks.

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
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**Milk!!!
The Food
For All Ages
USE IT LIBERALLY**

Drive for Oleo Tax

Demand for an additional 5-cent per pound tax on oleomargarine is being made by dairymen and farmer interests in every part of the country. This demand is a result of an increase of 100 million pounds in the consumption of oleomargarine in only eight months time.

Dairy organizations in every part of the country have passed resolutions calling upon Congress to levy this additional tax. Granges have done likewise at National and State sessions. The movement is gaining headway.

Added strength was given these demands when the American Federation of Labor at its recent national convention in Atlantic City passed a similar resolution, printed in full on page 16.

Now comes the American Farm Bureau Federation with another resolution on the same subject. This great organization has previously refrained from endorsing an oleo tax of this kind presumably in deference to its members who felt such a tax would reduce their market for animal fats and cottonseed oil.

Statistical studies recently made reveal that the value of beef fat used in oleomargarine averages less than 8 cents an animal and of hog fat even correspondingly less. Furthermore oleomargarine is an active competitor of lard at present prices. It was also found that dairying is more important to the Southern farmer than all the cottonseed oil that goes into oleomargarine (see page 10) and in addition the wholesale value of cottonseed meal used for dairy feed is far greater than the value of the cottonseed oil used in

oleomargarine. These facts, just being realized, are dispelling many mistaken notions on the value of the oleomargarine industry to the Southern farmer and doubtless influenced the policy of the Farm Bureau Federation.

Must Teach Cooperative Principles

Granted that the cooperative movement is sound in principle it immediately becomes the duty of cooperative leaders to see that cooperative principles are understood, that accurate and complete information about cooperatives—their functions and services, their possibilities and their place in the economic scheme—is available to all who may be affected directly or indirectly.

This need is especially great for agricultural cooperatives because farmers are, as compared to modern industrial and commercial enterprises, small units of production and only by cooperation—working together—can farmers deal effectively with such large units.

On page 7 is an article by Dr. K. C. Landsburg, Inter-State field representative, in which he calls attention to the need for education on this subject. We urge Inter-State members to read this article.

Dr. Landsburg has been giving considerable time to this subject, having appeared before numerous classes in agriculture at rural and small city high schools. In many cases he has been called back to appear before the assembly, biology classes and adult groups. In these appearances the need for cooperation, the fundamentals of cooperation, and cooperative services to members are taken up, the exact subject depending upon the nature of the group.

In many cases, especially before classes in agriculture or biology, a technical subject is selected such as the effect of bacteria on milk quality. Special equipment not available to most high schools is used to illustrate these talks. In such instances the practical aspect of the subject—its dollars and cents value to milk producers—is emphasized.

Low Cost Herd Records

The Lancaster County Dairy Herd Improvement Association completed its seventh consecutive year on November 15. Their association is operated on a centralized basis with the members taking their own samples and recording the amounts

of milk produced and feed consumed by the individual cows.

Individual initiative counted heavily in the success of the work. The county extension agent supervised the work but received the help of testers and of milk truck drivers who distributed and collected the kits. The Inter-State gave its active assistance when needed and also supplied herd record forms.

A full year's work was completed by 73 dairymen while 19 tested a part of the year. Cows on test totalled 1413 of which 816 completed a full year.

A summary prepared by County Agent F. S. Bucher shows that dairymen who fed strictly home grown rations had lower cost rations than did those who fed home grown feeds supplemented with purchased feeds and those who fed commercial feeds only. Returns above feed cost were higher, however, for the combination of home grown and purchased feeds. The records also revealed that those dairymen who were more liberal with their feed had lower feed costs per hundred pounds of milk, that those who fed silage had lower feed costs per hundred pounds of milk than those without silage and that the higher producing herds had lower feed costs on the basis of each one hundred pounds of milk produced.

These records are kept primarily for the information given each association member and no publicity is given records of herds or individual cows.

Morris T. Phillips

With the passing of Morris T. Phillips of Pomeroy, Pennsylvania, on December 22, the dairy industry lost a noted character. Mr. Phillips was nationally known as a breeder of Guernsey cattle and was prominent in Pennsylvania dairy and civic activities. He was one of the early members of Inter-State and took an active interest in the Association's affairs.

In addition to dairy activities, Mr. Phillips was a director of the Pennsylvania Chamber of Commerce and was a member of the Philadelphia Society for the Promotion of Agriculture. He served as trustee of the Philadelphia Yearly Meeting of Friends and during the World War he served with the Hoover Food Administration.

When answering REVIEW advertisements, tell the advertiser you saw the ad in the MILK PRODUCERS REVIEW.

January, 1936

Class I Percentages Up in November

Percentages of basic purchased at Class I prices showed a moderate increase in November as compared to October. Considering the extreme shortage of milk which prevailed, however, it was expected these percentages would be higher.

The weighted average price for November showed a further increase over October, the slight increase in Class I percentage combined with higher Class II and Class III prices with many producers having smaller amounts in the lower priced classes resulted in this increase. As based on available information the weighted average price for 3.5% milk delivered f. o. b. Philadelphia was \$2.497 per 100 pounds while at receiving stations in the 51-60 mile zone it was \$2.078 and in the 91-100 mile zone it was \$2.034. These prices are about 7 cents per 100 pounds higher than in October.

The table of percentages given below applies to purchases made in Pennsylvania:

Basic Utilization Percentages November, 1935

Dealer	Class I	Class II	Class III	Class "A"	Bonus
Abbotts Dairies, Inc.	98	8	Bal.	74	90
Baldwin Dairies	80	Bal.			
Delchester Farms	73	Bal.			
Harbison Dairies	90	200& 1111	Bal.	75	
Martin Century	79	Bal.		89	
Scott-Powell Dairies	80	Bal.	Bal.	69	
Supplee-Willis-Jones	83	Bal.		71	

"A" bonus on percentage of Class I
"A" bonus on percentage of production up to full basic amount.

Base-Surplus Will Work It Needs the Chance

What next on sales quantity control—or should we call it the base-surplus plan, basic allotments, norm and excess, or what? One thing is certain—and that is the whole thing is uncertain.

New Jersey, through its milk control board, recognizes the need for such a plan providing for a "norm" for each producer with purchases of Class I milk based on the norm and additional milk classified as "Cream" and "Excess." But no new norms will be made in 1936, due, it is believed, to a marked tendency to increase production which can be traced to basing the "norm" on the average of 12 months production.

Pennsylvania recognizes the "base-surplus" plan of sales quantity control although it is well known that a majority of that state's control board have committed themselves as opposed to the plan. Furthermore, the suspended order 24, like old order 13, specifically omitted provisions for such a plan, even criticizing it in announcements to the press when the order was released.

In the face of these facts, producers have been expecting the

abandonment of the plan and the establishment of a "blended" price whereby every producer would get Class II (cream) and Class III (surplus) price for a portion of his production every month, regardless of how high or how low his production might go. In other words, no matter how little milk he might produce he would get surplus price for a part of it.

The basic-surplus plan (by whatever name you prefer) is fundamentally sound. It has been criticized and sometimes justly so, yet those objections can be overcome. Certain fundamental rules, if followed strictly, should insure sound operation.

First: Basics must be determined by each producer's ability to produce.

Second: New basics should be permitted yearly, according to plans announced in advance of the base-forming period.

Third: Adjustments should be made only by the producer association or by a joint committee of association and control board representatives and only for definite reasons that are beyond a producer's control.

Fourth: If deliveries of a producer are less than 80 percent (a suggestion only) of his basic for a definite period of time, his basic is reduced accordingly.

Fifth: No favorites.

With the adoption of such rules and strict adherence to them the base-surplus plan should meet a real need and overcome the criticism to which it has been subjected.

The base-surplus plan has been applied differently in many markets, especially as to method of determining basics. In order that REVIEW readers may know how basics are determined in other markets we shall publish from time to time, starting with the February issue, the method of determining basic amounts in some of the other large markets.

Rural Electrification

Perhaps the outstanding features of the work of the newly-created Rural Electrification Administration are its financing of rural line construction and its development of new plans and policies for developing such projects. These include manner of establishing a fair basis for setting up rural lines and establishing rate structures which are reasonable and encourage full use of electric power and labor saving equipment.

Reno, they say, now claims to be a factor in the dairy industry. The cream of the country goes there to get separated.

Getting Bangs Under Control

Progress is being made in the Federal program to reduce the infection of Bangs disease in our dairy herds. A recent report shows that Oregon with 40.96 percent of its cattle under supervision for the control of the disease leads the nation in this respect. Virginia with 23.41 percent, Washington with 22.84 percent, Wisconsin with 21.31 percent and Minnesota with 20.32 percent follow in order.

States comprising the Philadelphia Milk Shed and their progress in this test follow: Pennsylvania, 13.08 percent; Delaware, 11.51 percent; Maryland, 7.58 percent; New Jersey, 3.96 percent; and West Virginia, 19.05 percent.

Times are really getting better. Checks that bounce back are marked "No Funds" instead of "No Bank."

Socialist Father: "What do you mean by playing truant? What makes you stay away from school?"
Son: "Class hatred, father."

Mention that you saw the advertisement in the MILK PRODUCERS REVIEW when you write to advertisers.

Inter-State Milk Producers' Ass'n

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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What Is Oleomargarine?

OLEOMARGARINE is a fatty product, sold and used almost entirely as a cheap substitute for butter. It is made of either vegetable oils or animal fats, or a combination of the two; and although it is usually emulsified in milk, it is in no sense a dairy product. Oleomargarine is inferior to butter as a food, deficient in the vitamin content and lacking in other desirable properties which make butter one of the most valuable parts of the diet. Nevertheless, it is made in imitation of, and sold as a direct substitute for butter.

Oleomargarine was apparently first made in France during the middle of the nineteenth century. This product was introduced into the United States in 1874. Apparently, the product at that time was made almost entirely from animal oils. One of the earlier products is known to have contained substantial quantities of butter and lard, and to have been sold under the name of "butterine."

Approximately 80 percent of the oleomargarine manufactured in the United States in the last few years has been manufactured from vegetable or nut oils. The remainder has been made from animal and vegetable oils and fats. Oleomargarine today, therefore, is principally a vegetable product.

Largely a Vegetable Product

Two typical formulas used in the manufacture of oleomargarine follow: The formula containing vegetable oils was made up of:

- 800 pounds of coconut oil
- 100 pounds of peanut oil
- 100 pounds of palm oil
- 35 pounds of salt

The entire mixture then emulsified in 300 pounds of milk.

This formula will produce approximately 1,150 pounds of oleomargarine at a cost, based on 1934 prices, of 6.82 cents per pound, and in September 1935 a cost of 9.89 cents per pound.

The formula containing both animal and vegetable oil ingredients included:

- 450 pounds of oleo oil
- 350 pounds of neutral lard
- 100 pounds of cottonseed oil
- 100 pounds of palm oil
- 35 pounds of salt.

The mixture was emulsified in 300 pounds of milk.

This formula will also produce approximately 1,150 pounds of oleomargarine at a cost of 6.83 cents

per pound based on 1934 prices, and of 12.55 cents per pound using September 1935 prices.

A number of different domestic and imported oils and fats are used in oleomargarine manufacture. Reports of the Bureau of Internal Revenue show that during the past fiscal year (1934-35) the manufacturers have used oleo oil, oleo stock, oleo stearin, neutral lard, butter, cottonseed oil, peanut oil, soybean oil, coconut oil, sesame oil, sunflower seed oil and probably other vegetable oils in the manufacture of oleomargarine. Not all of these ingredients are used in any particular type of oleomargarine. The use of any particular oil or fat in the manufacture of oleomargarine is governed largely by the relative prices at which manufacturers can obtain that oil or fat.

The bulk of oleomargarine manu-

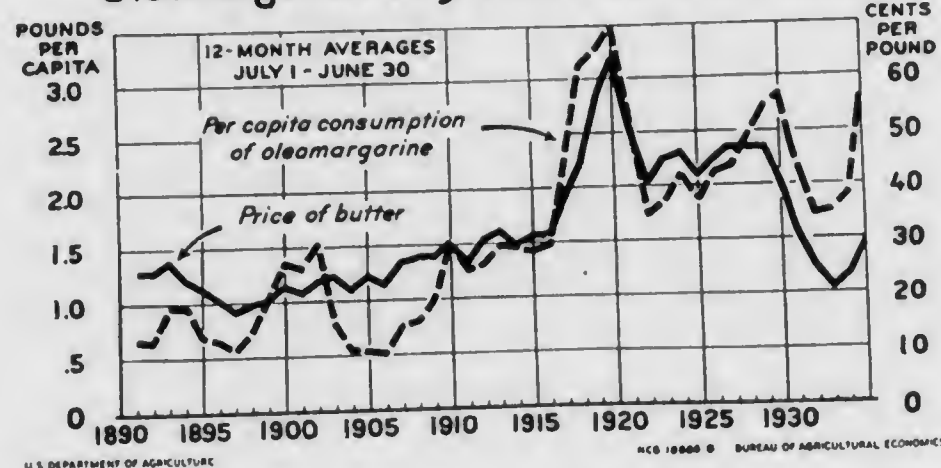
factured in the United States is now made of coconut oil and cottonseed oil. Palm oil, once used quite heavily, has been replaced almost entirely. Apparently the manufacturers are now able to substitute cottonseed oil for coconut oil, although as late as the fall of 1933, representatives of the oleomargarine industry were vehement in their protestations before congressional committees and the Agricultural Adjustment Administration that it was impossible to obtain a satisfactory product through a shift from coconut oil to cottonseed oil.

During the period from 1917 to 1932-33 there was a very definite and steady shift to the use of coconut oil instead of domestic oils and fats in the manufacture of oleomargarine. During 1933-34, and to a much

greater extent during 1934-35, there was a definite shift back to the use of domestic oils and fats. Cottonseed oil increased from 12 to 34 percent during a single year. Oleo oil increased slightly while coconut oil decreased from 70 down to 53 percent of all fats and oil used. Most of the other domestic oils and fats have continued to decline in importance during the last two years.

It appears, therefore, that there are three principal types of oleomargarine on the markets of the United States today. One product is a mixture of beef and hog fats with coconut oil, with probably some domestic vegetable oils added. A second product is apparently made almost entirely out of coconut oil, while a third is made almost entirely out of cottonseed oil. This third type of product is a development of the last two or three years.

Price of Butter and Consumption Per Capita of Oleomargarine July 1, 1891 - June 30, 1935



The solid line shows the price of butter for the period 1891 to date. The broken line shows the per capita consumption of oleomargarine during the same period. Invariably when butter goes up in price oleomargarine steps in and snatches a part of the business.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of November, 1935:

	NO.
Butterfat Tests	3812
Plants Investigated	16
Calls on Members	346
Quality Improvement Calls	7
Herd Samples Tested	251
Membership Solicitation Calls	19
New Members Signed	2
Cows Signed	70
Transfers of Membership	2
Microscopic Tests	18
Meetings of Locals	48
Attendance	1530
Educational Meetings	4
Attendance	1006

January, 1936

More Educational Work Needed

Dr. Kenneth G. Landsburg

Inter-State Field Representative

THE DESTINY of the farm marketing problem lies in the hands of the American farmer.

We are now living in a corporate and cooperative age, where a vast majority of our farm products are being sold to corporate (big business) buyers. Agricultural leaders and educators, as a group, are convinced of the soundness of the principles of cooperative effort. The dairymen of this country cannot expect to prosper in an industrial corporate age, selling their products individually. We, as agricultural producers, must produce the type and quality of product, properly standardized and graded, that our buyers demand. This can be accomplished only through cooperative effort. Marketing through cooperative effort cannot be efficient unless the various cooperative organizations work cooperatively, as our industrial corporations do. It is ridiculous for one milk marketing association to be fighting another, while their fundamental functions are the same.

Must Be Far-Sighted

The cooperative movement cannot attain its maximum success unless the proper educational information is made available. Many of our cooperative leaders have not realized the importance of teaching cooperative principles and policies to our producers and to our farm youth. This far-sighted policy is necessary if we cooperatives are to continue to be effective. Many of our agricultural and educational leaders are now beginning to appreciate this fact better.

Cooperative associations, regardless of their purpose, are fundamentally dependent for their existence upon membership and its good will. They must have a satisfied membership or they will not thrive long. This involves the difficult problem of creating and maintaining a good membership morale. This cannot be accomplished without an adequate educational program which must reach not only the members, but also the non-members, the housewives, the families of members, and the consumers of our products.

Many organizations are encountering difficulties with their membership, mainly due to a lack of an adequate educational program within the territory in which the association operates. Cooperatives must take more seriously the responsibility

of promulgating the principles of cooperation and the policies of their respective organizations.

Dr. C. H. Lane, as chairman of the Federal Board for Vocational Education, Washington, D. C., in a paper given before the American Institute of Cooperation in June, 1932, stated that "Continued effort on the part of both vocational agricultural workers and cooperative associations will be needed to make and maintain contacts between the two groups which will make effective to the greatest degree, the services of both groups."

Educators Approve

Dr. Lane further stated that "Vocational educators, as a group, are convinced of the soundness of the principles of cooperative effort; however, they need information which will enable them to evaluate the soundness of particular plans and the efficiency of particular associations. They also need general information and facts which they can use to help students in their classes, both boys and adults, make sound decisions relative to specific associations. When cooperative organizations are honestly and efficiently operated in the interest of the producer, no misunderstanding regarding them should be allowed to hamper constructive or cooperative effort given by teachers of vocational agriculture."

Objectives

There are many objectives cooperatives must keep in mind in planning an adequate educational program for the farm family. Following are some of the principal objectives that should be included in such a program:

1. Supplying information pertaining to sound and efficient marketing methods.
2. Giving detailed information on sound cooperative structures and policies.
3. Emphasizing the importance of the production of better quality commodities and their standardization.
4. Explaining detailed methods of producing a high quality product.
5. Supplying information on the advantages and disadvantages of different production control systems.

6. Explaining necessity of more cooperative representation at State and Federal legislatures.
7. Stressing the need of coordination between existing competing cooperative organizations.
8. Discussing available services, accomplishments of organizations, etc.
9. Providing up-to-date information on production trends and market conditions.

Methods

There are several ways in which a cooperative may proceed to inform the producers adequately. Perhaps one of the most economic and efficient methods is the direct contact of a cooperative representative with rural adult groups and with the rural agricultural teachers in their schools. If our adult groups and our farm boys and girls are properly and adequately informed on the problems confronting cooperative effort in marketing, they will assist a great deal in solving many of our complicated marketing problems. We must remember that our farm boys and girls of today are going to be our producers of tomorrow.

Cooperative representatives can present, through lectures and demonstrations, a vast majority of the cooperative objectives listed above to our agricultural teachers and the farm boys and girls in their agricultural, biology and science classes. They can also present this material to the home economics teachers and their students. Charts, posters, leaflets, and strip films may be used effectively. Educational information should also be presented to Future Farmer Clubs, Parent-Teacher Meetings, evening adult classes, and other adult farm groups.

In developing an adequate educational program, it is very important that sufficient local and district membership meetings are held to properly inform the membership.

No cooperative educational program is complete unless it supplies essential and important information regularly to the county agents and extension staffs of our colleges. Other groups such as Lions club, Rotary clubs, Kiwanis clubs, and other adult rural community gatherings and consumers' groups should also be kept informed in order that they understand our cooperative problems. Agricultural cooperatives must assume more responsibility in developing an adequate educational program.

The Cooperative Community

Elizabeth M^cG. Graham, Editor

Cooperative Recreation

Carl L. Hutchinson

Before the industrial revolution in America, our play life was taken care of in the home, church and community. With the flow of rural populations to the industrial cities, this homemade recreation has been displaced by commercialized amusements to such an extent that according to a recent estimate, *America spends about one-eighth of its national income on recreation.* For the years 1928, 1929 and 1930, this approximated \$10,000,000,000 per year.

The largest items in this recreational budget went to travel and mobility, which absorbed almost 6½ billion dollars. Next came commercialized amusements such as motion pictures, radio, sports, cabarets, saloons, night clubs, etc., for which the pleasure hungry spent about 2½ billions annually. It is estimated that the average weekly attendance at the movies alone is 100,000,000. After due credit is given the constructive side of these activities which made recreation America's fourth greatest industry, it is appalling to note how inadequate our leisure time program appears when measured by a defensible standard of excellence.

We do not have to be told that the play impulse has been exploited for gain. Cooperators are not interested in promoting recreation as a means of helping people forget the frustration, boredom and sense of insecurity born of an exploitive economy. They would consider recreation, not as a salve, but as a positive expression of joy and faith in life, which can come out of none other than an economic system organized for the general well-being.

In place of the popular types of recreation which have often been cheapened to make the widest possible appeal, the cooperatives of Indiana are introducing folk games and singing games that have real cultural meaning. These games, which have arisen out of the history of the human race combine beauty of movement with group sociability which is unsurpassed by any modern forms of recreation. The variety of figures in the folk dance calls for mental alertness and a high coordination of mind and body which give them a positive educational and aesthetic quality. They appeal to all classes and ages. At cooperative meetings, study clubs and summer schools, young and old play "Ach Ja" and "Sicilian Circle" together. Bleachers and wall-flowers are noticeably absent. Cooperative recreation for all is taking place of competitive sport for a few.

Folk games and singing games meet another test of good recreation in that they give enduring pleasure and satisfaction. Folks ask for the same games again and again. They have the same lasting quality as good art or music. They are not fads, but have deep cultural roots reaching back into generations of folk life in Europe and America. They will always be in style because they express beauty, joy and sociability. Instead of dramatizing and fostering economic rivalries between communities, as often occurs in competitive sports, these games provide a form of recreation in which communities really learn how to play together, which is perhaps

*"Some people hae meat and canna eat,
And some would eat that want it;
But we hae meat and we can eat
And the Lord be thanket."*

—Burns' Selkirk Grace.

Thrift— A Key to 1936

Hannah McK. Lyons

Our calendars are emphatically marking the birthday we will celebrate January 17th, that of Benjamin Franklin. We do well to go back in memory to our old school readers giving us his story of the boy who bought a whistle and the slogan, "Don't pay too much for your whistle." What fine lessons as well as examples Franklin gave us of thrift.

Much has been said about "stretching the farm dollar" and no people can and do stretch it more than the farm mother. One woman says, "We have stretched the few dollars we were able to get hold of until they were scarcely recognizable." Many keep asking, "What do women do to earn at home?" The thing one does depends on where one lives and the needs of that community. Sometimes it may be an all year round task, again something seasonal.

Do you know of the woman who worked up a nice year-round job by taking subscriptions for different magazines and home town papers? No one will spurn forty dollars to use as they please, and this is about the amount one woman has from puppies sold.

Do they sew? No end of opportunity here with the needles, mending, remodelling, making a set of drapes, or relining coats. Do you live in a maple syrup section? Why not some unusual ways to make your syrup sell? I came through a section recently and wanted some souvenirs of syrup to take back, but there was only the conventional gallon and half-gallon jugs, with the usual hard sugar.

One woman "sells her home." Sounds shocking, until you know it was giving a home to elderly women who could pay a moderate board in return and just letting this year.

(Continued on page 15)

(One of the oldest of Chinese folk-poems dating back 2500 B.C.)

*When the sun rises, I go to work;
When the sun goes down, I take my rest;
I dig the well from which I drink;
I farm the soil that yields my food.
I share creation; kings do no more.*

—TRANSLATED BY Y. S. HAN

Meat Canning an Aid to Rural Families*

Mrs. Horace P. Dennison, Hockessin, Delaware

It is particularly appropriate at this season of the year to recall the Selkirk grace written long ago by the Scotch poet, Robert Burns, on opposite page.

Now the only reason that many of us do have meat these days when it is commanding quite a high price is because we have made the effort to butcher, and preserve enough of the livestock which we raise to meet our family needs, instead of selling it on foot at a low price and buying it back, ready for use, at a much higher figure.

We had butchered and cured pork many times on our farm, and had taken turns with our neighbors in killing a beef and sharing the fresh meat during cold weather, but it was not until my husband and I attended a county meeting at which the local Home Demonstration Agent supervised the canning of a two hundred and seventy-five pound calf that we learned the method of preserving meat and its advantages.

On our way home we decided to try it. Since our animal was very much larger and it was our first experience, we sold the hide and all but one hind quarter for thirty-six dollars and seventy cents. The parts that we kept in the refrigerator and used as fresh meat we estimated as worth at least three dollars. The rest we canned for steaks, stews and roasts and the broth for soup stock. Altogether we had thirty-five quarts, which conservatively valued at fifty cents a can was equal to seventeen dollars and fifty cents. This brought the total value in cash and canned goods up to fifty-seven dollars and twenty cents. After deducting twenty-five dollars, the price which we were offered for the live animal, and about five dollars as the cost of canning (exclusive of labor) we had a net profit of twenty-seven dollars and twenty cents. This just about paid for a large size steam pressure cooker and a tin can sealer which have had constant use during the growing season for canning fruits and vegetables also.

Each year since then we have followed this practice. Instead of canning the small meat scraps, I use them in mince-meat for which I have a ready sale.

Thrift (Continued from page 8)

her be one of the family; what a joy to the lonely woman and what a nice way to sell the home-grown food and fuel.

In the "clearing" on a farm we find lovely poke a delicious leafy green, to which asparagus is first cousin. Cut and bunched in the spring time there is a sale for this in the village a couple of miles away. Another markets a few pairs of squabs.

What an opportunity has the flower lover to earn in many ways! Many folks cannot bother to wait for seeds to come up but are so glad to get plants ready for setting and blooming. And now comes the suggestion of a new field—that of filling urns and planting flowers at the cemetery. It means planning in the early spring the suitable plants.

Do you write papers for your club and grange? Make them practical and send them to some of your county or state farm papers and magazines. Real suggestions are much in demand.

Genuine thrift is a virtue which no one need be ashamed to practice. We often

are hearing "No more saving for me, I'll spend every dollar as fast as I earn it." But somehow I cannot get away from the feeling that a home or farm without a mortgage is a great satisfaction and best. To be able to pay one's own bills and buy one's own food and clothing is better than to have it done for them by the Federal, or any other government (much as I believe this is a splendid thing at certain times).

Edgar L. Vincent tells the story of the small boy telling his mother of the calves running, and how one fell went down flat as a pancake. Mother asked, "What did it do then?" "Oh, he got up, smiled a little bit and went on."

The past few years have wiped out for many their lifetime savings; fortunes have been almost gone; many are living on charity or government relief. We have fallen hard. Getting to one's feet is not enough; smile a little and go on. A strong heart and a cheery smile will do much to bring us out of our present-day slough of despond. Let's make it our New Year resolution.

* Radio talk given over Farm and Home Hour.



Another New Year!

"Annual Meeting" Sandwiches

The Ribbon Sandwich

Use any white sliced bread. Do not remove the crusts. Spread with creamed butter and cream cheese. On top of this place a slice of brown bread. Spread brown bread with chopped water cress and creamed butter. On top of this place a slice of white bread. Repeat until pile is five slices high. Wrap in oil paper or a damp cloth and leave in ice box as long as possible before time to serve, twelve hours is best. When ready to serve, remove crusts and slice as thin as possible. Other fillings may be substituted such as chopped stuffed olives; crushed and drained cranberries, or any favorite filling.

Rolled Sandwich

Purchase unsliced sandwich bread. Bread must be 24 hours old at time of making sandwiches. Remove all crusts. Slice the bread lengthwise—¼—¾ inch thick. Spread each slice with creamed butter and colored cream cheese. Roll as for jelly roll. Fasten with rubber band or string. Repeat for each slice. Wrap in oil paper and allow to chill until cheese and butter have hardened. Slice cross-wise when ready to serve.

"I do not believe that any rural organization which does not concern itself with the home-life of its members can consider itself truly successful regardless of how much money it may return." A. R. MANN, Sec.-Treas. North Carolina Cotton Growers Assn.

"The three treasures of the heart—love, justice and truth—are strengthened by the work in the cooperative societies, in which men are cooperating for their common good." An English Clergyman.

Butter, Oleomargarine and the Cotton Farmer

COTTONSEED OIL is the most important of the vegetable oils produced in the United States. It ranks next to butterfat and lard as the most important of all domestic fats and oils. Cottonseed oil has recently regained a part of its prominence as an ingredient of oleomargarine.

Cotton farmers are more or less concentrated in one section of the country. This fact, together with the extreme predominance of single cash crop agriculture in that section, apparently operates to make this section overly conscious of its interest in cottonseed oil prices and market outlets.

It is extremely unfortunate that these sectional and commodity prejudices and reactions have been allowed to develop and become crystallized to the extent evidenced by recent statements. An examination of the facts in the case reveals clearly that there are no justifiable grounds for such reactions on the part of any commodity group.

Not a Major Outlet

Oleomargarine cannot be considered a major market outlet for the products of southern farms. Cottonseed itself is distinctly a by-product, accounting for only 10 to 15 percent of the total cash income from the cotton crop. Only about 60 percent of the value of cottonseed may be attributed to the oil content of the seed. Even more significant is the fact that only a very small proportion of the cottonseed oil produced each year is used in the manufacture of oleomargarine (less than five percent in 1934).

The Bureau of Census reports that 54,800,000 pounds of cottonseed oil was used in oleomargarine in 1934. Since each ton of seed yields around 320 pounds of oil, this is equivalent to approximately 172,000 tons of cottonseed. Farmers received an average price of \$35.86 per ton for their 1934 crop of cottonseed. Therefore, the 172,000 tons of cottonseed netted the producers \$6,168,000, at 1934 prices. Actually much of the cottonseed crushed during 1934 was from the 1933 crop for which the farm price was only \$14.32 per ton. The value of this tonnage of cottonseed, using 1933 prices, was \$2,463,000.

The crushing of cottonseed yields cottonseed meal, cottonseed hulls, and linters in addition to the oil.

On the average, about 60 percent of the value of cottonseed is attributable to its oil content. Reducing the above figures to take account of this fact, gives a net figure of \$3,600,000 using 1934 prices, and a net figure of \$1,500,000 using 1933 figures. The 1934 figure will be used in comparisons which follow in order to remove any doubt that the figure used is too low. This net figure represents the interest of cotton farmers in oleomargarine.

The dairy farmers of the country furnish a market for the products of southern cotton farmers many times more valuable than is furnished by oleomargarine manufacturers. Studies by the National Cooperative Milk Producers' Federation indicate that dairy farmers consume every year approximately 850,000 tons of cottonseed meal, 500,000 tons of cottonseed hulls, and 300,000 tons of cottonseed as such. *The total value of this feed, using wholesale prices for meal and hulls, and the farm price of cottonseed, was close to \$36,000,000 or approximately 10 times as high as the net value of the oleomargarine market.*

Dairying Helps Support Cotton

Dairy farmers also furnish a very important market to southern cotton farmers through their purchases of overalls and other forms of cotton clothing and cotton textiles. With over three million farmers engaged in commercial dairy farming to some extent, over one and one-half million of them selling butterfat, the importance to the southern cotton farmer of a fair income to these dairy farmers so that they can purchase and pay reasonable prices for cotton goods is obvious. It would be interesting if the potentialities of the oleomargarine market could be compared with those of the dairy farmer market for the products of southern farms. Unfortunately, the data are not available to make the comparison in dollars and cents.

The live interest of the South in cottonseed oil markets has been defended in part by the assertion that cottonseed is the South's second most important cash crop. This statement is not only misleading since cottonseed is not a separate crop, but it is no longer a true statement because of the rapid expansion of dairying in the South during the past few years. Dairying is now second in importance as a cash crop in the South.

Their Sources of Income

Data on farm income released by the Bureau of Agricultural Economics of the United States Department of Agriculture show that for the five-year period 1930 to 1934, the cash income from cottonseed in the 10 leading cotton states was \$316,062,000 as compared with \$506,809,000 cash income from dairy products in the same states. *In other words, there was a cash income of \$1.60 from dairy products to every \$1.00 from cottonseed.* Even in 1934 when prices for cottonseed rose well above parity, while dairy products' prices remained relatively low, the cash income from dairy products was still slightly higher.

If the comparison is placed on the basis of gross income, a term which designates both the cash income and the value of whatever amount of the product was consumed by the farm family as food, the figure for dairy products is more than twice as high. On this basis, the average annual income from cottonseed was \$63,212,000 for these 10 states as compared with \$231,602,000 from dairy products. In other words, on the average during these five years, farmers in the Cotton Belt received a gross income of \$3.66 from dairy products for every \$1.00 from cottonseed.

Dairying in the South

All of the southern states have been working for several years to develop a more balanced agriculture and to develop a larger production of dairy products in the South. Such a program has tended to make these states more self-sufficient. It has tended to help conserve their soil fertility, to give their farmers better farm management practices, and to give their farmers a higher standard of living and a steadier source of cash income. An examination into trends in dairying in these states shows that their programs have been successful to a marked extent. The number of milk cows in the 10 leading cotton states has increased by approximately 25 percent during the last 10 years. This rate of increase is about twice as great as that for the United States as a whole.

Creamery butter production in the leading cotton states has almost doubled during the last decade. During this same period, creamery butter production for the Nation

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Control Boards Swap Ideas

OUR MILK CONTROL boards took a long step in the right direction when, on December 9-10, they met at Trenton, N. J., to discuss their mutual problems, at the same time sincerely seeking some means of making their work more effective.

The conference was called to get plain talk, straight from the shoulder—and reports indicate they got it.

What is more important, we believe they intend to make good use of it. The opinion was expressed freely that lack of enforcement was the big handicap under which our control bodies are working. This was not a new thought, expressed there for the first time, but it was emphasized unmistakably. It was brought out that uncertainty of the legality of certain features of the milk control laws made enforcement difficult.

In opening the conference W. B. Duryee, chairman of the New Jersey Milk Control Board said, in part: "No doubt we are entering a transition period at present and we should have as an objective the establishment of the proper phase of state regulation in milk, using the present public feeling toward regulation in general as a basis and a place from which to 'take off'."

In addition to control board officials from Virginia, Maryland, Pennsylvania, New Jersey, New York, Connecticut, Massachusetts and an ex-official from the former Ohio board there were also invited health officers, A. A. A. officials, economists from the Bureau of Agricultural Economics, and a few producers and cooperative officials.

Mendenhall Speaks

Among the producers who appeared on the program was Wm. C. Mendenhall, a member of Interstate's executive committee. Mr. Mendenhall called attention to the lack of enforcement, irregularities here and there that are well known to the industry, and a growing lack of confidence.

He expressed his belief in the usefulness of these boards if these weaknesses are overcome. But more important, declared Mr. Mendenhall, is the need for all control boards in a milk shed getting together and establishing uniform prices and practices throughout the milk shed. He called special attention to the differences in prices for all classes of milk in the different states of the Philadelphia milk shed, to the differences between states in Class 1 percentages paid

by the same dealers and to the lack of any uniform production control plans, stating that present arrangements are definitely unsatisfactory because of uncertainty of future basics. Should it be necessary in controlling inter-state shipments of milk, Mendenhall urged also that the cooperation of AAA be obtained to enforce producer prices on such milk. He also expressed the opinion that the presence of control boards has kept many dealers in line who might have cut prices and ruined the market except for the threat of prosecution.

Most of the milk dealers who appeared on the program were rather definite in their opinions that state milk control has failed and should be abandoned although in one case, at least, control boards were heartily endorsed by milk company officials.

A. H. Lauterbach, our own general manager, was invited to talk on a program for Joint Action by Control Agencies and Cooperative Associations. He declared that the control boards must seriously consider the

abandonment of fixed consumer prices because that puts upon them the responsibility of fixing dealers' spread, automatically driving out the less efficient, or authorizing large profits for the more efficient while letting the less efficient live. Consumer price fixing, he insisted, tends toward making milk a public utility, a development which would be dangerous to producer interests.

Enforcement is greatly needed and uniformity of prices and regulations were also insisted upon by Mr. Lauterbach.

He suggested that the control boards be operated on a plan which would permit the various branches of the industry to get together with the boards and prepare orders agreeable to the industry as a whole, the boards acting as arbitrators when producers, dealers and consumers could not agree as to what constitutes a fair price or fair trade practices. If the control boards don't step in and set up workable and uniform regulations at an early

(Please turn to page 15)

Keep Milk From Freezing

Winter offers its special problems on milk handling. Most obvious, milk must be kept from freezing for freezing causes a reduced quality and a change in appearance, makes accurate tests difficult if not impossible, and often results in a direct loss in weight because some of the frozen milk remains in the can when emptied.

The milk must be protected from such damage in order that the producer may be protected from the loss such damage causes.

Freezing can be prevented by much the same procedure that prevents high temperature of milk in summer. This involves protection from the extreme temperature of the open air—in this case the extreme low winter temperature.

Producers who are equipped with a cooling tank are urged to use this tank throughout the winter. If the tank has a tight-fitting cover and well insulated walls so much the better. Such construction will keep the cold out. Caution is necessary that the water in the tank is not warmed up too much by absorbing the heat from the milk. Frequent changes of water, adding ice, or operating the cooling unit will avoid this.

Cool the milk quickly by placing the cans of milk in this cold water—the milk won't freeze until the water around it freezes and a good tank will prevent that. Cooling the milk even in winter is necessary to insure the best quality. Keeping it cool without freezing is necessary to maintain that quality. Setting milk cans outside in zero weather will cool the milk—but more slowly than setting the cans in a tank of cold water. The cold atmosphere will soon freeze the milk at the top of the can and against can surfaces while in the center of the can the temperature may be too high for best quality.

If you have a cooling tank use it in winter as well as in summer. It protects milk from either temperature extreme.

Super-Phosphate Prevents Spread of Mastitis

Bacteriological tests recently concluded by the Michigan Agricultural Experiment Station have shown that 2 pounds of superphosphate per cow, sprinkled in the stalls, the manure gutter, the runway behind the cows, and the drains will kill the germs of garget on stable floors.

It has been conclusively proved that garget organisms can remain alive for 10 days in the soil, 65 days in water, 66 days in sand; and for 30 days in straw and cow stable dust, even after all affected animals have been discarded from the herd. In addition to destroying garget germs, the use of superphosphate in the dairy barn has the following additional advantages:

1. It keeps away flies.
2. It deodorizes the barn and stables.
3. It balances the barnyard manure. Barnyard manure is rich in nitrogen and potash, but very poor in phosphates. The addition to the

manure of superphosphate, in the above-mentioned manner, balances the fertilizing constituents, producing a much increased and more effective source of plant nutrients.

4. The presence of superphosphate in barnyard manure checks the fermentation and loss of ammonia compounds, thus conserving its most costly ingredients—nitrogen.

5. It reduces the slipperiness of floors.

The freshness of the barn atmosphere adds comfort and sanitation of your herd. Use superphosphate daily and prevent the spread of garget.—*The Dairyman's Monthly Review.*

- Doctor: "What was the most you ever weighed?"
Patient: "154 pounds."
Doctor: "And what was the least you ever weighed?"
Patient: "8 1/4 pounds."

TAKE TIME ...
**and PTF auto insurance**
TO BE SAFE!

Make haste slowly. Haste is dangerous in driving your car AND in choosing a policy to protect you and your family from accident liability. Speed—the urge to get somewhere fast—was the greatest single cause of accidents which killed 1,957 persons and injured 48,737 on Pennsylvania roads last year. When you drive, let highway and weather conditions determine your speed. When you choose public liability and property damage automobile insurance, let past performance and financial stability determine the company.

DRIVE SAFELY ... INSURE WITH P. T. F.

Workmen's Compensation
If you are an employer you can receive the benefits of workmen's compensation coverage at substantial savings.

"Death Comes to the WoodKnockers"
Send for your copy of this new folder which tells the story of those who swell the auto death figures every year.

Liability Insurance
Complete protection for home-owners and business establishments liable for accidents on their premises.

Get the facts at Booth 330, State Farm Show

Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Company

18th and RUDY STREETS - - - - - HARRISBURG, PA.

MILK PRODUCERS REVIEW

Prices Paid Producers On Other Markets

Class I price, 3.5% milk for December, Weighted Average price for October (O) or November (N). All prices f. o. b. city except New York price applies to 201-210 mile zone and Chicago price to 61-70 mile zone.

Market	Class Price	Retail Price	Weighted Average Price
Philadelphia	\$2.60	11	\$2.497 N
Pittsburgh	2.30	11	1.742 O
New York City	2.445	13	1.93 N
Baltimore	2.38	12	?
Washington	2.73	13	?
Hartford	2.94	13	2.494 O
Boston	2.94	12	?
Richmond	2.70	12	2.64 O
Detroit	2.48	12	2.05 O
Milwaukee	2.05	10	1.80 O
Chicago	1.81	10	1.681 O
Kansas City	2.03	11	1.90 N
St. Paul	1.85	10	1.57 O
San Diego	2.275	11	?
November Prices			
Louisville	2.20	12	1.86 N
St. Louis	2.25	11	1.89 O
Canton, Ohio	2.10	10	1.67 O
Seattle	1.85	9 10	1.341 N

Milk for Canaries Now

A new use for milk has been developed. This time it is bird food—food for pet birds, song birds if you please. No, it isn't fed straight but is a combination of milk concentrates and egg yolk and is combined with other more common bird foods. A lot of claims are made for it and, recognizing the unusual nutritive value of milk, we feel they are logical. The Dry Milk Company, Inc., gets the credit for the new development.

There Are Three Ways To Lower Meat Bills

Meat prices are considerably higher than last year. From various reports it seems very unlikely that the price of meat will decrease in the next few months. This presents a definite problem to the homemaker who is trying to stretch the food dollar to its limit, says Miss Jean Hood, home economics specialist at Pennsylvania State College.

There are three ways to lower the meat bill. Use cheaper cuts of meat and only once a day; use small amounts of meat with cereals, the so-called meat extender dishes; and by the use of meat substitutes, such as cheese and dried legumes.

In commenting on dairy products, Miss Hood stated that "Cheese perhaps is our most reliable meat substitute and it may be used in many ways in the diet, for example, in omelets, souffles, and sauces. Both cheddar and cottage cheese may easily be made in the farm kitchen by using the surplus milk supply."

January, 1936

Milk Supply Is Short

MILK CONTINUES to be scarce in the large Eastern markets. Production has gained only slightly but consumer demand has eased off seasonally during the holidays, thus balancing the situation somewhat.

The major portion of cream received at Philadelphia is still coming from the Mid-west, 72 percent being from that area during the first three weeks of December. In addition, 115 cans of milk (4,600 quarts or 9,890 pounds) came into Philadelphia from Wisconsin during the first week of December.

Dissatisfaction is developing in some quarters concerning the numerous price schedules prevailing in different parts of the milk shed. Prices paid by New Jersey dealers to New Jersey producers are different than those paid Pennsylvania producers. Likewise, some Pennsylvania dealers pay different prices in different states. This applies to all classes of milk. All dealers do not follow the same policy with regard to prices for the various classes in different areas.

Percentages of basic bought at Class I price also varies among states, especially between New Jersey and the rest of the milk shed.

Cases have come to our attention during recent weeks of premiums being paid for milk in order to obtain enough to meet demands. The supply of milk so affected had formerly gone into ice cream or manufacturing channels.

Manufactured dairy products prices continue to increase and storage supplies are being depleted rapidly. This is true of butter, cheese and evaporated milk.

Butter—Production in November was 94,438,100 pounds, down 15.7% from November, 1934; eleven months production down 3.75%. Storage supplies on December 1 were 71,925,000 pounds, 11 percent less than a year earlier. Prices again rose, closing at 35 cents for 92 score butter at New York and averaging 33.94 cents as compared to 32.26 in November and 30.95 in December, 1934.

Cheese—Production in November was 25,597,000 pounds, up 2,773,900 from November, 1934; eleven months production 421,096,100 pounds, up 6,596,000 or 1.59% from 1934. Storage supplies were 104,664,000 pounds on December 1, or 5,208,000 pounds less than a year earlier. Cheese prices at Chicago closed at 18 1/2 cents a pound, down slightly from the November closing price but 3 1/4 cents higher than a year ago.

Evaporated milk—Production in November was 87,766,000 pounds, down 13% from the previous November; production in 11 months slightly higher than same period in 1934. Storage stocks on December 1 were 91,249,000 pounds, down 109,738,000 pounds or 54.5% from a year earlier. November price per case was \$2.73, a 20 cent increase over a year ago.

Prices for 3.5 percent milk for December as set by the Pennsylvania Milk Control Board are:

Philadelphia, f. o. b. loading platform or receiving station:
Class I \$2.60
Class II & IIB 1.49
Class III 1.19

Pennsylvania secondary markets, f. o. b. dealers plant:

Class I \$2.24
Class II 1.64
Class IIB 1.49
Class III 1.19

Butterfat differential on Class I, II, and IIB is 4 cents per point. The price of Class III milk of any test can be found by multiplying the test by 34 cents.

DECEMBER BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	34 1/2	33 1/2	33 1/4
2	35	34	33 1/2
3	35	34	33 1/2
4	35	34	33 1/2
5	35	34	33 1/2
6	34 3/4	33 3/4	33 1/2
7	34 3/4	33 3/4	33 1/2
8	34 3/4	33 3/4	33 1/2
9	34 3/4	33 3/4	33 1/2
10	34 3/4	33 3/4	33 1/2
11	34 3/4	33 3/4	33 1/2
12	34 3/4	33 3/4	33 1/2
13	34 3/4	33 3/4	33 1/2
14	34 3/4	33 3/4	33 1/2
15	35	34	33 1/2
16	35	34	33 1/2
17	35	34	33 1/2
18	35 1/4	34 1/4	32 3/4
19	35 1/4	34 1/4	32 3/4
20	35 1/4	34 1/4	33
21	35 1/4	34 1/4	33
22	35 1/4	34 1/4	33
23	35 1/4	34 1/4	33
24	35 1/4	34 1/4	33
25	35 1/2	35	33 1/2
26	35 1/2	35	33 1/2
27	36	35 1/2	33 1/2
28	36 1/2	36	34
29	37	36 1/2	34 1/2
30	37 1/2	37	35
Average	35.00	34.00	33.10
Nov., '35	33.14	32.26	31.52
Dec., '34	31.95	30.95	29.50

National Council Elects

At the 16th annual meeting of the National Dairy Council, held in Chicago, December 4, the following officers were elected: President, M. D. Munn, Chicago, Ill.; first vice-president, W. L. Cherry, Cherry-Burrell Corporation; second vice-president, D. N. Ceyer, Pure Milk Association, Chicago; third vice-president, F. J. Bridges, National Dairy Products Corporation; secretary, C. Bechtelheimer, Iowa Creameries Ass'n; treasurer, T. L. Borman, Beatrice Creamery Co. R. W. Balderston continues as general manager.

The meeting was attended by 200 representatives from 19 states.

Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 5 cents a word. Review at the rate of 5 cents a word. (\$1.00 minimum per insertion. (Members of Inter-State 4 cents a word, \$0.80 minimum.) Each initial and abbreviation counts as one word. Cash with order.

Electrified Fence

ELECTRIFIED FENCES reduce costs 80%. Operate on battery or power current. Information free. ONE-WIRE FENCE CO., B-22, Whitewater, Wis.



L. W. Steelman, Formerly Poultry Specialist, Penna. State College

PIONEER INTRODUCER OF N. H. REDS; CROSS BRED CHICKS; SEX LINKED CHICKS; STARTED CHICKS, 5 and 4 WEEKS OF AGE.

White Leghorns, Big Body, Big Eggs, other Popular Breeds. N. H. Red Broilers 2 lbs. at 7 to 8 weeks. Pullets start laying at 4 1/2 to 5 mos. Learn of our 12 months Income Plan. New Silver Jubilee Catalog Free. Write today. Steelman's Poultry Farm, Inc., Box 1001, R. R. No. 1, Lansdale, Pa.

NEW HINMAN MILKER
Faster · Easier to Clean
Send for FREE BOOKLET of our latest 10 Star Milker. Many exclusive features. New sensational power milker. Over 100,000. Hygienic solid, 27 years of service. Buy Now. Save money. EASY TERMS. Hinman Milking Machine Co., Inc. Box 16 Oneida, New York

Yes! We

have solved printing problems for others.

What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

Turning and Looking

Lot's wife, who looked back and turned into a pillar of salt, has nothing on my wife. She looked back and turned into a telephone pole.

Simplicity of all things, is the hardest to be copied.—Steele.

REVIEW advertising is selective, no "high pressure" methods are used to obtain advertisements.

The Dairy Outlook

THE FACTORS which exert the most effect upon the dairy outlook include number of cows, cost and abundance of feed, number of heifers that will be coming into milk, the price of beef and of veal, and the rate of consumption. Foreign dairy conditions and the possibility of imports of dairy products may also exert their influence.

The number of milk cows in the country is estimated at about 24,400,000 or 2 to 3 percent less than a year ago and about 6 percent under the 1933 peak of 26,000,000 cows. This decrease brings the number of cows per 1000 population down to about the 10-year average.

The future trend of cow numbers is not likely to show an increase within the next year or two. The number of heifers, both yearling and under one year, is lower than any time since 1928, and with the price of veal so favorable it is not likely that the number will increase soon. Another factor which is likely to reduce cow numbers, or at least prevent an increase, is the high price of beef which is a direct inducement to cull closely, thus eliminating old cows past their prime and young cows that may be disappointing as producers.

Culling Cows Closer

The present price of beef also encourages disposal of cows which may not be regular breeders or which develop udder trouble. All this culling plus the active disease control programs to rid our herds of tuberculosis and Bang's disease has the wholesome effect of increasing the efficiency of dairy herds by eliminating the less profitable producers.

Experts are not expecting any noticeable decrease in milk production during 1936 in spite of fewer cows as a higher production per cow is expected to offset that reduction. Feed prices and diverting of available feed to beef cattle and hogs may change this picture.

The total amount of feed for livestock is considerably greater than a year ago but even so the amount per animal is about normal. The Bureau of Agricultural Economics of the United States Department of Agriculture in its report on Milk Production Trends, dated November 30, says:

"While the supply of feed grain is expected to be sufficient to permit feeding at about the usual rate, meat supplies will be short and the prices of hogs, cattle, calves, and poultry are expected to continue to

be relatively high in comparison with the price of butterfat. This will tend to reduce the quantity of grain fed to milk cows. The influence of the shift toward spring freshening will also be to reduce milk production during the winter of 1935-36, but the extent of its effect is uncertain.

"In the Northeastern market milk areas, where prices in the winter of 1934-35 were high enough to cause fairly liberal feeding, there is likely to be a somewhat stronger demand for milk than there was at that time.

"During the pasture season in 1936, milk production will depend largely on pastures and on other

extent on the price of dairy products. In the market milk area feeding will probably be heavier than last year due to a more favorable price relationship between milk and feed grains. In the butter production areas of the central west the competition of beef cattle and other livestock which enjoy a more favorable price relationship will probably limit the amount of grain fed to milk cows.

In addition to the effect of beef prices on dairy cow culling, those prices will discourage the milking of beef and dual purpose cows, thus taking away a definite competition from our regular butter producers. The same good prices for beef and pork will furnish competition for feed grains.

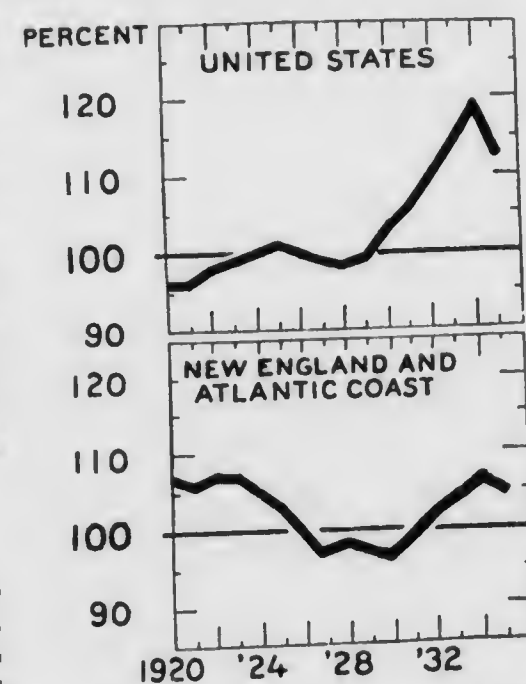
Consumption Improving

All reports indicate a definite, though small, increase in dairy consumption. This is noted in fluid milk and in manufactured dairy products. Butter consumption recovered from the set-back in consumption which was caused by last winter's high prices. The recent high prices have again caused a slowing up in the use of butter.

The high butter price of last winter and again of recent weeks has caused definite increases in the use of oleomargarine, the high price of lard also stimulating sales of this substitute product.

Cheese prices have advanced sharply of recent months, so much so that many creameries are being transformed into cheese factories in order to capitalize on the excellent cheese prices. This should eventually equalize returns to producers supplying each market and may swing producer prices in favor of butter.

The prospects for the next few months point toward higher production than in early 1935 when feed was scarce and high. However, there is some competition for dairy feed from beef cattle and hogs which, of course, will have a greater effect on manufactured dairy product markets than in fluid milk areas. Conditions, as a whole, are uncertain because of many conflicting tendencies and if we may judge from the trend of production and prices during the last several weeks the price of milk for manufactured products will remain at or near the present level until spring. This, of course, brings the price of that milk closer to fluid milk prices and will thereby lend strength to fluid markets.



The chart shown above depicts the trend of dairy cow numbers in the United States as a whole (upper line) and of the Eastern part of the country (lower line). Notice that this section of the country had slightly fewer cows in 1934 than in 1920 while in the country as a whole the number increased by about 21 percent. (Chart from Bureau of Agricultural Economics, U. S. D. A.)

conditions which cannot be foreseen. The number of milk cows will probably show little change from numbers in the summer of 1935. The proportion of the cows freshening in the spring will probably continue above average, which will tend to increase production from early May through September. On the other hand, the quantity of grain fed per cow is expected to be rather low and the quantity of milk taken by calves is likely to be increased unless the prices of milk and butterfat rise materially in comparison with the prices of veals and beef cattle.

"The proportion of the available grain supply which will be fed to milk cows is dependent to a large

Cooperative Recreation

(Continued from page 8)

The importance of cooperative recreation to the whole program of cooperative education is illustrated in the experience of the Noble County Cooperative Association. During the year of 1933-34 it was observed by the leaders that those study groups were most successful where good recreation was included in the program. A wide and interesting variety of singing games and folk dances was introduced into the cooperative study clubs with gratifying results both in attendance and interest. It became apparent early that these rhythmic games which permitted all to take part were something more than devices for increasing attendance. They proved one of the chief means of building up the social bonds of the group, overcoming shyness and increasing participation in the more serious phases of the program.

With seven voluntary study clubs and ten F. E. R. A. schools, all studying the Cooperative Movement, the problem of providing local leadership was taken care of through occasional recreation institutes and a leadership class in recreation which met one evening a week. In the course of the winter sessions approximately 500 adults had learned to play about 20 singing games and an equal number of folk dances. Consistent attendance was maintained and interest has been sufficient to carry three of the study clubs through the summer. Cooperative economics and cooperative play go hand in hand.

In dealing with the underlying economic factors the cooperative movement approaches the entire question of recreation with a positive program and a sense of public responsibility.

Control Boards Swap Ideas

(Continued from page 11)

date, Mr. Lauterbach told them, it will be necessary to ask the AAA to come in with a license for this market.

Conferences were held following the set program at which the many suggestions and criticisms were to be discussed freely and frankly.

Butter, Oleomargarine and the Cotton Farmers

(Continued from page 10)

as a whole increased only about 25 percent. It is also significant that the production of farm butter is largely concentrated in the cotton states. Southern farmers now have, therefore, a real direct interest, not only in dairying but also in butter and butterfat. Certainly, it is much more important to them than the three percent of their cottonseed market indirectly affected by oleomargarine.

Abe was at a dance and lost a wallet containing \$600. He got up on a chair and announced:

"Gentlemen, I lost my pocketbook with \$600 in it. To the man who finds it I will give \$50."

Voice from the rear: "I'll give \$75."



Study of the feeding economy of dairy cows in winter is one of the surest ways on the farm of making money by saving waste. Why does one cow come so far short of producing as much milk as another animal on the same feed? Certain cows may be naturally low producers, but more than likely the trouble lies in low functional vigor that shows up most acutely when fresh air and exercise are reduced and barn feeding lays added strain on the digestion and assimilation.

For over thirty-five years Kow-Kare has helped out-of-condition cows to convert their expensive winter feed into milk without waste and health break-downs—because this time-tested product provides needed supplies of Iron, the great blood tonic, and balanced medicinal properties that help build up and invigorate the organs upon which production, regular breeding and faultless freshening depend.

And here's news! This famous conditioner is now made better by the addition of assimilable Iodine in quantity sufficient to offset a known deficiency in this vital nutritional element. If you live in the darkened area of the map, or if your grain feeds come from that area your cows

need an Iodine supplement. Kow-Kare, given with the feed as directed will pay for its very slight cost many times over in better feed-conversion, fewer troubles in breeding and freshening.

IRON AND IODINE BUILD UP COWS FOR CALVING

Besides promoting general milk-making vigor when added to the feed, Kow-Kare should be a part of the ration for every cow due to freshen—for at least several weeks before and after this depleting function. By aiding her to assimilate more of the proteins, minerals and vitamins of her feed, healthier calves and fewer ailments naturally result. Get Kow-Kare from your general store, feed dealer or druggist—\$1.25 and 65c sizes. As a profit-maker it will prove its worth beyond question.

FREE BOOK—"First Aid for Dairy Cows" tells you what to do in home measures for common cow ailments, and when to call a veterinarian. Send for your copy.

DAIRY ASSOCIATION CO., INC.
Dept. 6 Lyndonville, Vermont



Records Will Tell

By picking out bulls, as well as cows, which fail to keep up the dairy herd's level of production, cow-testing association records are destined to extend even greater benefits to the dairy industry. The best index to a bull's value for breeding up a herd's production is not his pedigree but the production records of his daughters.—O. E. Reed, Chief of the U. S. Bureau of Dairy Industry.

A laugh is worth a hundred groans in any market.—Lamb.

A short resume of the history of the Farm Credit Administration and the principles upon which it expects to base its future operations has recently been published in the form of a small circular entitled "Permanent Sources of Cooperative Credit for Agriculture."

If you have a man working for you who is not fired with enthusiasm and you cannot fire him with enthusiasm then promptly fire him with enthusiasm.

Labor Supports Oleo Stand

The American Federation of Labor, at its recent annual convention, passed a resolution urging "Legislation for Protection Against Cheap Substitutes for Dairy Products." The resolution follows:

WHEREAS, Throughout the depression there has been a necessity, because of unemployment and inadequate wages, among the workers and their families to turn from high-class, health-giving foods to cheaper substitutes; and

WHEREAS, Studies made by Dr. C. E. Bloch, and confirmed by studies made at Johns Hopkins Hospital indicates serious danger to the eyesight of our children caused by xerophthalmia, a disease arising in a large degree out of a diet lacking in Vitamin A; and

WHEREAS, Vitamin A is now recognized by scientists as an element which is vitally necessary in abundant quantities in the diets of our children; and

WHEREAS, This disease is occasioned in large part by the use of cheap substitutes for milk, butter and other dairy products and it is necessary at this time, when all are hopeful of better economic conditions, to call to the attention of our members the dangers to their families which may be brought about by the use of synthetically composed substitutes in place of wholesome dairy products; and

WHEREAS, We recognize the necessity and the value of the organized workers co-operating with the producers of dairy products in protecting themselves and their families against the destructive competition of synthetic substitutes; therefore be it

RESOLVED, That we pledge our support to the dairy farmers of this country in securing legislation which will insure protection against these substitutes and at the same time require that these substitutes pay their proportionate share of the local, state and federal tax burden as is now or may be imposed upon those engaged in the dairy industry.

Northeastern Conference

(Continued from page 1)

of that State's milk control board, will discuss the State's point of view on the place of governmental milk control in stabilizing milk markets. The Federal Government's viewpoint will be discussed by Samuel W. Tator, administrator of the Federal milk marketing program in Boston, Mass. Governmental milk market control from the standpoint of the producer will be discussed by H. H. Snively, dairyman of Willow Street, Pa. A summary discussion of the whole question of

Blazing A NEW TRAIL

in Feed Service

WHEN we began making feeds in 1918, we adopted this policy . . . Every ingredient in Beacon Rations must have a specific purpose. Nothing shall ever be used which does not contribute to the feeding value of the ration. All ingredients must be properly blended according to the latest scientific research and practical experience.

We knew that maximum profit in the dairy business comes only from maximum results which require the highest quality feed. So we bent every effort to secure the finest ingredients for Beacon Dairy Feeds and have used the best of scientific and practical knowledge to properly blend these high quality ingredients.

This policy has never varied. Dairymen know it is sound. And they continue to use Beacon Service and to buy an increasing tonnage of Beacon Feeds year after year. Every dairyman should investigate the following rations.

• **Beacon Dairy Rations**—are outstanding milk producers. Let us help you select that ration which best supplements the roughage conditions on your farm.

• **Beacon Calf Pellets**—a milk substitute in pellet form. Simplifies the raising of calves. Practically eliminates scours. Saves time, money and labor. Write for free booklet entitled, "Better Calves."

THE BEACON MILLING CO., INC.
Cayuga, New York

BEACON Feeds

milk control will be led by E. H. Jones, Vermont's commissioner of agriculture and chairman of that state's milk control board.

J. R. Graham of Boscaawen, N. H., will preside over the afternoon session on January 8, when reports of the permanent committees of the Northeastern Dairy Conference will be presented.

The business meeting of the Northeastern Dairy Conference will take place following the presentation of these reports.

Urges Dairy Research

Additional study of the food value of milk, butter, cheese and ice cream is urged by the National Dairy Council. To do this it is proposed that research fellowships and grants

for research purposes be made to educational institutions.

A few of the problems proposed for research study are "Amount of Milk Needed by Children"; "Forms of Milk for Infant Feeding"; "Milk Allergy" (sensitiveness to milk), and "Vitamin D Milk."

This need for more facts about milk was one of the many important problems discussed at the annual meeting of the National Dairy Council, held in Chicago on December 4.

• A man is like a tack; he can go only as far as his head will let him.

Hewitt: "You don't seem to think much of him."

Jewett: "If he had his conscience taken out it would be a minor operation."

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION, Inc.

Vol. XVI

West Chester, Pa., and Philadelphia, Pa., February, 1936

No. 10

Milk Control Order Announced Enforcement Is Big Problem

FOUR FEATURES of the amended Order 24 of the Pennsylvania Milk Control Board deserve special discussion. This order was made effective on January 16, having been scheduled originally to go into effect on September 1, 1935 but was held up for further hearings and changes.

These changes concern (1) reclassification, (2) price changes and their probable effects, (3) lack of any kind of production control, and (4) two payments monthly.

The reclassification is discussed merely to inform REVIEW readers of the changes as compared to orders previously in effect. Unless these changes are understood confusion may result.

New Classifications

Milk from which cream to be used as fluid cream is obtained has been changed from Class II to Class IA. Milk from which cream for ice cream is obtained has been changed from Class IIB to Class II. Milk used in the manufacture of butter was formerly Class III, is now Class IIC and that used in making American cheese is now Class III instead of IIIA. Other classifications were not changed or are of minor interest.

These changes are unimportant except for the confusion they may cause in producers' minds. The opinion has been expressed that the Board would have made a wise move had it seen fit to make only three or, at the most, four classes instead of the eight classifications listed.

Price Changes

Price changes of significance were four. First is the reduction of 10 cents per 100 pounds on direct shipped milk in the Philadelphia area.

Second was the slight increase in prices at receiving stations, this increase varying from one to six cents per hundred pounds, depending upon the mile zone in which the station is located. This, combined with the lower f.o.b. price on direct

shipped milk has cut sharply the differential between f.o.b. and receiving station prices and may act as a stimulus to obtain milk within easy hauling distance in preference to that in outlying parts of the milk shed—or at least that part of the outer edge of the shed which lies within Pennsylvania. Should this develop the repercussions that may occur are difficult to forecast unless other good markets are found for that milk.

Danger of Outside Cream

Third, the price of milk for cream has been increased sharply, both for fluid cream and cream for ice cream purposes. No one who has the interests of Pennsylvania milk producers at heart can conscientiously object to our farmers getting a better price for this part of their production. But in order for us to get the price we must state frankly that some means must be found to prevent cream handlers buying cream at lower prices from other places and leaving Pennsylvania cream on Pennsylvania farms—without a market. Competitive prices are such that Pennsylvania cream used for ice cream costs 10 to 15 percent more than the cost of cream from the Mid-West. The difference in the price of cream for fluid use is now about 20 percent in favor of outside cream. Should a situation develop whereby Pennsylvania cream does not find ready outlets we feel that the Control Board must act promptly and readjust its price schedules.

A fourth price change raised the price of milk used in making butter by 20 cents a hundred pounds. This will not affect many producers in the Philadelphia milk shed as very little of this milk goes into butter but if and when heavy production with a large excess over fluid milk and cream needs develops it may, like milk for cream purposes, fail to find a market.

The lack of any production control method in this order was expected as a majority of Control Board members are opposed to the

base-surplus plan and no alternative method has been devised. The effect of this change is problematical.

Abandons Base-Surplus

The immediate effect of abandoning the base-surplus plan may not be noticeable—possibly will not be noticed this year considering the chaos surrounding the plan during the two or three years just past. It is highly probable, however, that seasonal fluctuations will grow—heavy milk production can be expected in May and June with low "dealer blended" prices for everyone—short milk production may occur in the late fall with no fully compensating increase in prices and the possibility of dealers going outside the milk shed or expanding the milk shed to get enough milk.

It is believed by many that the shortage of milk experienced in this market during the late fall months of 1935 was caused in part by the ineffectiveness and uncertainty of production control plans as experienced recently.

Price Disparity Intensified

The new order has intensified the disparity between New Jersey and Pennsylvania Class I prices and between Pennsylvania on the one hand and Maryland and Delaware cream and surplus prices on the other. Efforts are now under way to correct this inequity. (See page 3.)

Another feature of the order provides that dealers shall pay all producers twice monthly. The payment for the first 15 days of the month is to be made by the 25th of that month and may be estimated. Payment for the remainder of the month is to be made by the 10th of the following month and is to settle in full for the entire month; this check to contain a statement in full as to the amount and percentage of total in each class, the test, the price and amount due for milk in each class, totals, bonuses and deductions (in detail).

Cream prices to consumers were increased 2c a half-pint and 8c a

(Please turn to Page 14)

The Dairy "Round Table"

Sane Discussions Mark Northeastern Conference

THE IMPRESSIVE thing about this Conference is the unanimity of opinion on the need for strong producer organizations" was the unsolicited comment of one Pennsylvania farmer who attended the Northeastern Dairy Conference at Philadelphia on January 7-8. This fact was evident throughout the discussions, several of the speakers emphasizing that their respective markets were in more or less chaotic condition until the entire market united on a program built around a strong producer's association.

Attendance exceeded 200 at most of the sessions with a good representation of producers from points within the Philadelphia Milk Shed as well as delegates from member organizations. State Granges, Farm Bureaus and dairy associations in the states from Maryland and West Virginia up to Maine are included in the membership together with most of the larger active dairy marketing cooperatives. In addition, colleges of agriculture, state departments of agriculture and milk control boards and farm purchasing cooperatives are members in an advisory capacity.

Help Clear the Air

The entire purpose of the conference was stated concisely by its chairman, J. E. Carrigan, director of extension at the University of Vermont, when he said, "The purpose of the Conference as it seems to have developed has been to bring the leaders in these various agencies together to discuss their common problems and to help clear the air so that each may return and see that its organization functions more effectively and in better coordination with other agencies." Mr. Carrigan, in discussing the need for understanding of our marketing problems and the source of some of those problems, also said, "Too often these problems result in discord. Good honest difference of opinion is constructive; discord is destructive and most discord (not all) results from lack of common understanding and lack of coordination."

In the discussion of producer-dealer relationships B. B. Derrick, manager of the Maryland-Virginia Milk Producers' Association, warned that lack of cooperation among producers on a sound working relationship with distributors will result in further and more stringent regu-

latory measures. W. A. Wentworth, secretary of the Dairy Industries Committee, in speaking on the same subject, asserted that regulation has been of too arbitrary a nature with the result that the industry, both producers and distributors, have been forced to spend additional vast sums which could have been spent to much better advantage in the promotion of the use of milk. In summing up this discussion A. H. Packard of the Vermont Farm Bureau declared that the day of the milk strike is past and instead producers and dealers sit down and settle their differences peaceably.

Must Give Protection

Important points of a sound marketing agreement between producers and cooperatives were outlined by Donald Kane, attorney for the National Cooperative Milk Producers' Federation. Protection to both individual and association must be included in such an agreement. Yet, important as a sound contract is, Mr. Kane insisted that of even more importance is a well-informed membership who know what is going on and a management that is capable and efficient.

I. W. Heaps, manager of the Maryland Cooperative Milk Producers, recounted the experience in the Baltimore market in which stability has been maintained largely through the strong bargaining power of the cooperative.

Secondary Sales Committee

Secondary markets within the Boston milk shed were described by W. H. Bronson of New England Dairies who stated that his association operates in fourteen such markets with population ranging from 30,000 to 200,000. Each such market is supervised by a sales committee of local producers and marketing plans are adjusted by the committees to fit local conditions. In every case the central organization supplies market information, statistical facts, credit information on dealers and other helps which could be obtained only at great expense if each separate market of such size acted independently. This plan has resulted in orderly marketing and a unified program over the entire milk shed.

Dr. Henry F. Grady, chief of the division of trade agreements explained the position of this country

and the effect of the recently completed Canadian and Holland trade agreements on the dairy industry and on the general prosperity of this country. He held out that such agreements will stimulate trade to an extent that will far more than overcome the concessions made.

Attack Trade Agreements

The same agreements had been bitterly attacked during the morning session when Chas. W. Holman, Secretary of the National Cooperative Milk Producers' Federation warned that these concessions will directly influence the welfare and prosperity of more than 3 million farm families.

The relation of dairy prices to factory payrolls was emphasized by Fred H. Sexauer, president of the Dairymen's League, New York, who related how price cutting and other undesirable practices start up just as soon as the prices of milk and manufactured dairy products get out of line. Joint action to improve consumer purchasing power and to raise farm prices was urged by him.

The place of government in stabilizing milk markets aroused lively discussion. Wm. B. Duryee, chairman of the New Jersey control board outlined some of the accomplishments of that state's control efforts and also some of the difficulties encountered as well as reasons therefor.

Of special interest was the summary of the effect the Supreme Court decision on A A A, given only two days earlier, would have on marketing agreements under the A A A. This was given by Jesse W. Tapp, director of the division of marketing agreements of the A A A, who had just arrived from a conference at Washington where the legality of these marketing agreements was discussed. He reported that this feature of the A A A was not before the court and therefore was not affected by the decision. (See page 5 for more about this.)

Voluntary Control Works

The talk by S. W. Tator, market administrator of the A A A license in the Boston area, brought about a long discussion as to the workings of voluntary control in that market in which the Federal market administrator acts mainly as a referee and gives supervision to details which insure confidence and promote stability.

(Please turn to page 14)

Secondary Market Problems

AS we go to press we find an effort being made in many of our secondary markets to organize cooperatives. We have attended a few meetings at which the secondary market problem was discussed, and there is a decided difference of opinion as to just how these secondary markets should be organized and how they should be operated.

In order that there be no misunderstanding we want to make it clear to the producers selling their milk in secondary markets that the Inter-State Milk Producers' Association's Board of Directors thinks there must be some kind of a tie-up between the Philadelphia market and these smaller markets.

Our ambition is to have all producers in these secondary markets sign a contract with the Inter-State Milk Producers' Association but have a separate set-up of their own in each such market with their own local sales committee supervised by the Inter-State Milk Producers' Association. In such a set-

up the Inter-State could take care of many functions which would be prohibitive in cost if each secondary market should attempt to handle them separately.

Should, however, the producers in these secondary markets not want to sign an Inter-State contract the alternate proposal would be to organize separate cooperatives in the secondary markets and then federate all of these cooperatives into one organization with the Inter-State. This would eliminate the competition that has proved so costly to farmers in some other milk sheds.

We should not be selfish in making the decision as to which procedure should be followed but do the thing that will be of the most benefit to the greatest number of producers.

E. H. Rautbach

Ask For Uniform Prices

PRISE DISPARITIES and other inequities prevailing in the Philadelphia market, especially as they exist between the several states comprising the Philadelphia milk shed, have compelled your association to take steps toward putting the entire shed on the same basis.

Repeated efforts were made to obtain a uniform price schedule and selling plan for the entire market. Appearances before control boards and at public meetings were of no avail. With the issuance of Pennsylvania Milk Control Board order 24, effective January 16, still greater differences were created. As a result only chaos could be seen ahead, especially during the heavy producing season.

As a result a request was made to Secretary of Agriculture Henry A. Wallace to call together the regulatory officials of the states comprising the milk shed. An investigator was sent into the market to determine whether such a conference would be justified.

Different Prices

Here is what he found: Milk from New Jersey and from Pennsylvania going through the same plant and sold in the same market for the same price but the New Jersey producer gets \$2.45 at the farm while the other producer gets only \$2.50 at the plant with hauling deducted. In addition, he found that the New Jersey producer got that price for 100 percent of his norm (base) while the Pennsylvania producer, as based on past months, was getting his lower price

on only 70 to 85 percent of his base.

The investigator found cream prices between the two states very nearly in line with each other but both higher than competing cream from outside the milk shed and with no effective barrier to keep distant cream off Philadelphia markets.

He found a sharp difference in cream and surplus prices between Pennsylvania and New Jersey on one hand and Delaware and Maryland on the other. He learned of the stated intention of some dealers to reduce the price of Class I milk from Maryland and Delaware to conform with the reduced f.o.b. price of milk in the Philadelphia market.

Selling Plans Vary

He also found that the New Jersey control board provides for seasonal control of production through the establishment of "Norms", or bases, whereas the Pennsylvania control board makes no provision for encouraging uniformity of production throughout the year. Another difference discovered is that three classes of milk are recognized in New Jersey, Maryland, Delaware and West Virginia while eight are established in Pennsylvania.

In asking for this conference your association's officers recognized that no state milk control board has any control over milk that crosses state lines which means nearly one-third of all the milk sold in the greater Philadelphia area. This part of the job, if it requires governmental

regulation, must be performed by a Federal agency.

Likewise, Inter-State's officers recognize that Federal control cannot apply to milk sold within the state where produced—called intra-state commerce. If governmental regulation is needed for that milk the regulation must be supplied by state governments.

Recognizing all these facts it was felt that such a conference should have the wholesome effect of getting the control boards together on one uniform program with the same classifications, price schedules and selling plans. It is believed that when such a program is developed it will be on a basis which would permit the A A A to participate as far as inter-state movements of milk are concerned.

It should insure the same price for milk of the same quality and used for the same purpose on any one market. Every producer in the milk shed has a right to expect as good a price as his neighbor who may live across an imaginary line such as a state boundary. The market will not be in good shape until this is accomplished.

● In a discussion on the type of milk which should be provided for school children, the chairman of the health committee said: "What this town needs is a supply of clean, fresh milk, and the council should take the bull by the horns and demand it."

True merit is like a river—the deeper it is, the less noise it makes.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Cooperative Community Department

Business Offices
235 E. Gay St., West Chester, Pa.
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Reorganization Progress

Plans for the new organization are moving forward. They have reached the stage where the proposed new by-laws and membership marketing agreement are being given the closest study and scrutiny by the association's counsel with the help of legal advice from the National Cooperative Milk Producers' Federation and the Farm Credit Administration.

Every precaution is being taken to have every provision in these documents live up to both the letter and the spirit of the laws under which the organization will incorporate and operate. Both state laws, under which the charter will be obtained, and Federal laws, which permit assistance to cooperative organizations, will affect the by-laws of the cooperative and the provisions of the marketing agreement with members.

At its regular meeting on January 9 the Inter-State Board of directors approved the tentative draft of these papers and instructed the reorganization committee and attorneys to proceed with further study, incorporating in legal form the provisions as they were approved.

This has proceeded steadily and as soon as completed will again be submitted to the reorganization committee and executive committee to see that the desires of the board are incorporated in the final draft. Following their approval steps will be taken toward obtaining the charter.

More on reorganization will be ready for you next month. We hope developments will be far enough along so that plans can be formulated and presented to you. Watch the REVIEW.

An A-1 Conference

The Northeastern Dairy Conference came to Philadelphia on January 7-8 with a program which comprised a broad education in milk marketing. Although intended primarily to serve producer interests we witnessed a large number of distributors in the audience and we feel that the discussion of marketing problems as they affect producers was of real interest to them also.

All-in-all, the Conference provided an excellent chance for an exchange of ideas and plans. It gave all of us a chance to learn what is going on in other markets and how some of the problems existing in those markets have been solved.

Much good should come from it. The 250 who attended are leaders and are in position to extend the good influence throughout their territory. Those of you who were present are in position to appreciate more fully the fundamental problems facing our milk markets and even more so, the need for cooperative effort in meeting those problems.

Base Surplus Plan Out What Will Be Effects?

The base-surplus plan of selling milk in the Philadelphia market is out, at least as far as Pennsylvania producers are concerned. No provision was carried in amended order 24 for such a plan. On the contrary, the order specifically provides that "Payment shall be based upon the utilization of the aggregate of milk received at the plant or receiving station for all producers during the period covered by the payment, except that after written permission has been received, . . . the milk dealers shall base payment upon the aggregate utilization basis of several plants or receiving stations . . ."

To describe the situation accurately the base-surplus plan has, in effect, been out for almost two years, was not operated as a true base-surplus plan for four or five years before that.

We described on page 5 of the January, 1936, issue of the REVIEW the essential rules that must be followed in order to make the base-surplus plan operate successfully—and fairly. Five rules were given—none has been followed satisfactorily during the last few years—the second and third have been violated flagrantly.

True—these rules are not law, but they do outline the essential points for the successful operation of the base-surplus plan.

Had our milk control boards understood the real purpose of the plan and understood these essentials for its successful use we believe the plan

would still be in effect and with the assistance of those boards it would have been not only satisfactory but successful.

We believe firmly that a market such as Philadelphia needs the base-surplus plan. We must keep our members informed as to market trends and the probable effects that the lack of such a plan has on seasonal fluctuations and market production.

Says City Should Aid In Country Education

Cities should contribute to the expense of educating rural youth because urban areas, luring thousands of young men and women from farms, are beneficiaries of vast sums spent for education by the country. Dr. Roger B. Corbett, United States Department of Agriculture economist, told the Rutgers Institute of Rural Economics recently. This exodus of young people from country to city, he said, is in part responsible for agriculture's impaired purchasing power.

Population shifts from 1920 to 1933, according to Dr. Corbett, found six million persons two-thirds of them relatively young—leaving farms for cities above the total of city residents moving to farms.

"These young people took with them to the cities an education acquired at country expense, a reasonable cost for the 13 years being approximately 14 billion dollars. City populations should help defray the cost of educating farm youth who later contribute to the economic structure of the city."

R E A Building Program

The Rural Electrification Administration (REA) has inaugurated several projects for carrying electrical energy into rural areas previously without such service. Instead of \$1500 to \$2,000 cost per mile which has been common for building rural lines, several projects are listed at costs ranging from \$903 to \$1100 per mile.

The mileage of these projects ranges from 30 to 587 miles and serve up to 2200 customers. The initiative on most of these projects has been taken by cooperatives organized especially to obtain electrical service with construction performed under contract.

Many things that are well done are done with exactness. — John Wanamaker.

February, 1936

The A A A Decision

CONFUSION and misinformation were the first observable effects of the decision on the A A A as rendered by the United States Supreme Court on January 6. This adverse decision was at first interpreted as applying to the entire act. However, only certain parts of the act were involved and the decision could in no way approve or disapprove uncontested points.

Functions of the Agricultural Adjustment Administration which were not affected include the marketing agreement and licensing provision, the removal of surplus farm products, increasing export markets and the eradication of disease in dairy and beef cattle.

The right to levy processing taxes and the right to control production were declared by the Court as unconstitutional, the latter being termed a right not delegated to the United States under the Constitution and therefore a right of the individual states.

Twenty-eight fluid milk markets are operating under marketing agreements and licenses made effective through the dairy section of A A A. In addition, both the evaporated and dry skim milk industries operate under separate agreements. Similar help is being rendered to 12 fruit and vegetable industries.

Whether or not these agreements would be considered as unconstitutional along with processing taxes and crop reduction was of intense interest at the Northeastern Dairy Conference which opened the day after the Court decision was handed down. This was quickly clarified with expressions from the legal advisor of the A A A transmitted to the Conference by Jesse W. Tapp, in charge of marketing agreements in the A A A for whom a special place was found on the program.

It has since been declared by the controller general that A A A funds marked for the administration of these various functions that were not outlawed are available for continuing that work.

In order to avoid confusion and possible trouble at a later time efforts are under way to get an early decision on the constitutionality of marketing agreements under the A A A.

Class I Percentages Drop In December

Percentages of basic purchased at Class I price were somewhat lower for most distributors in December as compared to November. With one more day in the month an even trend would have required about a

3 percent increase. However, a slight recovery in production and a seasonally reduced rate of consumption combined to more than overcome that difference with most of the dealers who supplied the required information.

The weighted average price in December showed a slight decrease from November. This average for 3.5 percent milk f.o.b. Philadelphia, as based on available information, was \$2.453 per 100 pounds, or 4.2 cents less than in November. The weighted average price in the 51-60 mile zone was \$2.045 and in the 91-100 mile zone it was \$2.003 per 100 pounds, or about 3 cents lower in each case than a month earlier.

The following table of percentages applies to purchases made in Pennsylvania, Maryland and Delaware:

Basic Utilization Percentages December, 1935

Dealer	Class I	Class II	Class III	Class "A"
Abbotts Dairies	96	6	61	74
Delchester Farms	78.5	11	—	—
Fram Dairy	81	11	—	—
Martin Century	86	—	—	78
Scott-Powell Dairies	72	—	—	70
Supplies-Wilt-Jones	75	—	—	74

* "A" bonus on percentage of Class I.

† "A" bonus on percentage of production up to full basic amount.

Deplores Dairy Imports From Untested Cows

A new angle to the recent reciprocal trade agreements was emphasized by Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation in his address before the annual meeting of the Milwaukee Cooperative Milk Producers' on January 28. Mr. Holman called special attention to the 300 million dollars made available by our federal and state governments in eradicating bovine tuberculosis from American dairy herds and another 100 million dollars cost borne by American dairy farmers.

"As a result," declared Mr. Holman, "there remain only 37 counties in the United States where herds are not under test, and these counties are located mainly in states from which no dairy products are shipped. An increasing number of cities have ordinances restricting dairy product sales from untested herds."

"No such restriction applies to imported dairy products."

"The only solution I can see toward partially offsetting the disastrous effects of the Administration's trade policies with respect to dairy products is federal legislation prohibiting the importation or movement in interstate commerce of dairy products, unless such products are from accredited areas or from officially inspected herds. The National Cooperative Milk Producers' Federation will seek such legislation."

Our Convalescent

F. M. Twining, Treasurer of the Inter-State Milk Producers' Association and Director of its Field and Test Department, is at Abington Hospital recuperating from an operation performed on January 24 for the removal of a kidney stone.

As we go to press on January 31 his condition is reported as excellent and he expects to return to his home at Newtown, Pa., within another week or ten days for another two weeks rest before returning to his duties.

Dairy Show to Dallas

The 1936 National Dairy Show will be held at Dallas, Texas, as an added feature of the Texas Centennial Exposition. Although their Centennial will extend from June 6 to November 29 the Dairy Show will be confined to an 8 or 10 day period in mid-October which corresponds closely with the show dates that prevailed in previous years.

When answering REVIEW advertisements, tell the advertiser you saw the ad in the MILK PRODUCERS REVIEW.

Inter-State Milk Producers' Ass'n Incorporated 401 N. Broad St. Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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Butter, Oleomargarine and the Livestock Farmer

BOTH the beef fats and the hog fats must figure rather heavily in any discussion of the fats and oils situation in the United States. Lard, the important hog fat, is produced in a volume larger than that of any other domestic fat, even slightly in excess of creamery and farm butter. The annual production of all beef fats in the United States is approximately 750,000,000 pounds.

The farm cash income, as indicated by the United States Department of Agriculture, from the hog fats was approximately \$70,000,000 in 1934. The cash income from the beef fats was slightly over \$7,000,000. It is rather difficult to trace the cash income from these fats back to the farmer in either case because the animals usually leave the farm alive. The fats and oils are produced as by-products by the slaughter houses and meat packers. Thus, in order to indicate any income to the farmer from the fats and oils to be produced, it must be assumed that the buyers are willing to pay a higher price because fats and oils can be manufactured as by-products. Undoubtedly, this is the case and the assumption is a logical one. In estimating farm cash income from these fats and oils, the United States Department of Agriculture has assumed that 10 percent of the cash income to farmers from hogs can be attributed to the value of the fat or lard equivalent content. In the case of cattle and calves, one percent of the cash income can be attributed to the value of the tallow, oleo oil, etc., which will be extracted.

A Minor Market

The oleomargarine industry furnishes only a very minor and a very small market outlet for either beef or hog fats and oils. Bureau of Census data for 1934 indicate that a total of 781,042,000 pounds of beef fats and oils were produced in the United States. Of this amount only 25,350,000 pounds were used in the manufacture of oleomargarine. In other words, only 3.25 percent of the beef fats and oils market is found in oleomargarine. Since the total farm cash income from all beef fats and oils in 1934 was \$7,017,000, the interest of beef cattle farmers in oleomargarine amounts to approximately \$230,000 per year. Actually the more desirable and highly priced beef fats are used in oleomargarine. Because of this fact

it might be advisable to raise this figure to around \$500,000 if it is to be used for purposes of comparison.

The total loss to beef cattle farmers would be infinitesimal if there were no market for beef fats in oleomargarine, if there were no preferential market for oleo oil in this product. Research shows that the loss in sales receipts to the meat packers or others who may be selling the actual beef fats, would be 7.2 cents per head of cattle.

Totals 7.2 Cents a Head

Probably a large part of this difference is made up in the cost of further refining the beef fat so as to make oleo oil instead of tallow, otherwise more oleo oil would have been made. If the entire difference was reflected in cattle prices, it would amount to only 7.2 cents per head on cattle which sold for an average price of \$38.80. Anyone at all familiar with cattle marketing will readily realize how insignificant this amount of variation is in beef cattle prices. During a single day, or from hour to hour, the variations in market prices are much larger than this 7.2 cents per head. Wholesale market cattle prices tend to vary in amounts no smaller than five cents per 100 pounds, whereas 7.2 cents per head is an average of less than one cent per 100 pounds of live weight steer.

It is important, in connection with any discussion of beef fats and oils, that between 30 and 40 percent of the cattle and calves slaughtered each year come from dairy herds. For older animals the percentage is not as high, but for veal calves it is somewhat higher. Dairy farmers, therefore, also have a direct interest in the market for beef fats and oils, and to this extent the interest of beef cattlemen as such is lower even than is indicated by the data shown above.

Lard Use Insignificant

Oleomargarine furnishes a smaller market for hog fats than for the beef fats. Census data show a total factory production of 1,527,397,000 pounds of hog fats in 1934. Hog fats used by manufacturers of oleomargarine in 1934 amounted to only 7,500,000 pounds, or about one-half of one percent of the total. Since the total farm cash income from hog fats in 1934 was \$70,000,000, the cash income from the hog fats used in oleomargarine was approximately \$360,000.

Lard is the principal hog fat. It has a market of its own in the United States. Neutral lard, a somewhat similar hog fat, is the product used in oleomargarine, as well as in other fats and oils manufactured products. Recent developments have tended to bring lard and oleomargarine into a competitive relationship. Oleomargarine prices have been such in recent years that this product is also in a position to compete with lard as a shortening and cooking compound. Hog farmers, therefore, have an interest in the oleomargarine problem which parallels that of the dairy farmer. The lard industry and hog producers undoubtedly lose more through competition with oleomargarine than their gain by being able to sell a small volume of neutral lard to oleomargarine manufacturers.

Give Cows Enough Water

Cows will give more milk, and costs will be lowered when the cows are given enough water to drink along with plenty of fresh air and direct sunlight, says W. T. Crandall of the New York state college of agriculture.

"Milk is about eighty-seven percent water, and large amounts are needed, both in feed and liquid form, for a heavy production of milk. A cow will not drink all the water she needs unless she can get it frequently. The temperature of this water should not be lower than that of well or spring water.

"The New York state agricultural experiment station at Geneva has found that cows need 468 pounds of water for each hundred pounds of milk produced. The cows studied at the station received about one-third of this in their feed and the remainder in liquid form."

Greenhand: "My baby chicks are all dying!"

Adviser: "What are you feeding them?"

Greenhand: "Feeding them? Why, nothing. I supposed the old hen gave them all the milk they needed."

The best idea is worthless if the creator is not willing to back it with faith and energy.

Mention that you saw the advertisement in the MILK PRODUCERS REVIEW when you write to advertisers.

Inter-State Winners at Show

THE highest scoring exhibit of milk at the 1936 Pennsylvania Farm Products Show was produced and exhibited by John W. Fitz, Waynesboro, Pa. Not only did Mr. Fitz win the highest awards in the show, but as an Inter-State member, he was awarded the silver pitcher for the highest scoring milk exhibited by an Inter-State member. He also won a sterling silver Guernsey cream jug awarded by the American Guernsey Cattle Club for the highest scoring milk produced by a herd of grade Guernseys. His milk exhibit was awarded a 97 score.

Other Inter-State members who won awards in the milk contests include Ira Shank, Waynesboro, who was second to Mr. Fitz in the class for herds of 11 to 20 cows tested for tuberculosis. Third, fourth, fifth, seventh, eighth and tenth places in the same division were won by Inter-State members, the winners being, in order, E. F. Shephard, Oxford; Herman J. Oller, Waynesboro; Havard R. Faddis, Coatesville; H. L. King, New Enterprise; H. J. Layman, Waynesboro; and John D. Ross, Oxford. Five Inter-State members were among the ten highest entries in the contest for tuberculin tested herds of twenty-one or more cows. They were: second, Frank M. Miller, Waynesboro; third, John B. Connell, West Grove; fourth, S. H. Mowrer & Son, Spring City; seventh, W. E. Beard, Hellam; tenth, James E. Ross, Oxford. In the class for herds of eleven to twenty cows tested for both tuberculosis and Bang's Disease Charles E. Martin, Waynesboro, was first and B. H. Welty, also of Waynesboro, was fifth. Mr. Martin with a score of 96.9 won the special Guernsey award for the highest scoring entry produced by a herd of purebred Guernseys. Levi K. Sollenberger of Curryville won eighth place with his milk produced by a herd of ten cows or less tested for both tuberculosis and Bang's disease, while Claude Myers of Plumsteadville placed second with his sample of milk for herds of the same division but numbering twenty-one cows or more.

Inter-State members also scored prominently among the winners in the Dairy Cattle awards. W. H. Landis of East Greenville ranked high in several Holstein classes including three first places and several seconds. Earl L. Groff and Elvin Hess, both of Strasburg; Naaman Stoltz of Morgantown and Allen G. Brubaker of Granville were also frequent winners in the Holstein classes.

Among the Guernseys, A. P.

Irwin of Chadds Ford Junction, E. Baker Pyle, Phoenixville, and Claude Myers of Plumsteadville were winners of many of the prizes. C. E. Koontz, Bedford, was an exhibitor and winner in the Jersey classes and James H. Mackinson, Jr. of Delta, and H. Edwin Grazier of Warriors Mark in the Brown Swiss classes.



S. D. SANDERS

S. D. Sanders Appointed Co-op Bank Commissioner

S. D. Sanders, appointed Cooperative Bank Commissioner, Farm Credit Administration, by President Roosevelt, effective January 1, 1936, has been associated with farming since boyhood. He is 55 years old and a resident of Seattle, Wash. As president and general manager of the Washington Cooperative Egg and Poultry Association for 13 years, he has achieved a national reputation as an outstanding leader in the cooperative movement among farmers.

As Cooperative Bank Commissioner, succeeding F. W. Peck who resigned to resume his duties as Director of Extension at the University of Minnesota, Mr. Sanders will direct the operations of the Central Bank for Cooperatives at Washington and the 12 district banks that cover the entire United States, including Puerto Rico. These banks serve the financial needs of cooperative associations of farmers engaged in marketing farm products, purchasing farm supplies, and rendering farm business services.

Born on a small farm in the Ozarks country of Arkansas, Mr. Sanders early sought a career for himself in the agriculture of the

Pacific Northwest. At the age of 22 he took up a homestead of 160 acres in Douglas County, Wash., and engaged in wheat growing. He became interested in cooperative marketing as a solution to many of the problems that confronted the wheat growers of his district. He later became interested in poultry, joined a poultry cooperative and in 1923 he became president and general manager of the Washington Cooperative Egg and Poultry Association, from which position he is taking leave of absence to accept the appointment as Cooperative Bank Commissioner.

Seven Bull Associations Operate in New Jersey

Twenty-nine dairymen enrolled in the seven bull associations in New Jersey own a total of 700 cows. Each association has from three to five members, and owns as many sires as there are members. The sires are rotated once each year or once every two years, as the dairymen decide. "Such an arrangement makes the best sires available to breeders at no greater cost than necessary for ordinary sires because the animals are proved and used for eight or 10 years and inbreeding is eliminated," says E. J. Perry, extension dairyman at the New Jersey College of Agriculture.

"The Mullica Hill Bull Association of Gloucester County began in 1928 and was the first of these groups to be organized. To date, three of the five sires in use have been proved. These are outstanding and will be used as long as possible. They increased milk and fat production 10 to 20 percent.

"The latest bull association to be organized is in Cumberland County."

"You wouldn't think I'd bought this car second-hand, would you?" "No, I thought you had made it yourself."

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of December, 1935:

	NO.
Butterfat Tests.....	6258
Plants Investigated.....	48
Calls on Members.....	404
Quality Improvement Calls.....	5
Herd Samples Tested.....	538
Membership Solicitation Calls.....	161
New Members Signed.....	27
Cows Signed.....	181
Transfers of Membership.....	24
Educational Meetings.....	8
Attendance.....	471

The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

For Better Farmers' Meetings

By Willis Kerns, Pennsylvania State College

(Reprinted from "Pennsylvania Farmer")

We who are convinced of the value of dramatic and music activities in creating a higher standard of rural life are not primarily concerned about the play or the chorus or orchestra member that gets first place in a tournament or contest. That is of secondary importance.

Of greater importance is the fostering of wholesome self-expression among country people and the development of depth and meaning in rural life. There is perhaps as much hidden talent among farm and village folks as among urban people.

Every community organization should provide some opportunity for the members to work together on a group enterprise to effect community solidarity. Edmund Burke once said, "Rural communities need to be knit together for the common good." The dramatic impulse is based on certain fundamental urges which are present even in childhood imitation, expression, construction, imagination, motor activity, new experience and the desire for approval. While giving expression to these impulses helps the individual it also helps the community and is of particular value in making farm meetings successful.

Your organization has probably started the winter season with expectations of many pleasant and profitable meetings. Whether they are to be interesting or dull will depend a lot on the entertainment provided. There must be some entertainment, and no other sort equals the home-made kind in which all have a part.

Drama

There is first of all drama, one of the best known of all program activities. It has done much to increase interest in hundreds of organizations. Are you using drama as much as you might to keep your members interested? Drama has many functions. One of the most important, when used as a part of club programs, is entertainment. Entertaining programs are important in the life history of any organization, but drama can help you do more than make your programs entertaining. It can bring an opportunity for artistic expression and appreciation. It can widen the horizons of both the participants and the audience and so we will want to give a good deal of thought to our use of plays and dramatic material in our programs this year.

Community Singing

Does your organization gain all it might from community singing? With the recent revival of the gay tunes of the 90's a new possibility is offered in getting all to participate. These songs give an opportunity for using old costumes that are lying

around in attic trunks. We have seen quartettes in the most interesting old costumes leading audiences in singing these songs, and every one having a grand time.

Did you know that community song sheets may be obtained for two cents each? It is pretty hard to carry on singing if the audience does not have the words. Then, too, music groups such as quartettes, octettes, choruses, bands and orchestras can be used on programs.

Education

All well-balanced programs must have some educational element in them. Yet this must not be too dull or heavy. It is hard to get a good speaker for every meeting. An excellent way of overcoming these difficulties is to include organized public discussion. This system of having a number of speakers give short talks, from seven to ten minutes, on various phases of a larger topic offers opportunity for a comprehensive presentation of an important current problem which one member would hesitate to tackle alone. Following these short talks opportunity for open discussion should be given.

The Social Hour

After the drama, music and public discussion comes the social hour, the time of play. Do you have difficulty getting new games to play, and have even more trouble getting folks to play them? If you need some help on game leadership, you should get copies of the game materials available from the County Agricultural Extension Association office.

It takes planning, thought and cooperation to make our programs fulfill their objectives. They must be planned to train leaders and develop talent, to promote good will, to develop vision and new interests, to open the way for other cooperative activities, and last but not least, provide opportunity for social contacts and good wholesome fun.

These goals can all be reached if programs are planned to include the activities which we have discussed above.

Write to the Women's Committee, Inter-State Milk Producers' Association, 401 N. Broad St., Phila., for "Kit of Plays" (state whether Adult or Young People) suitable for use in your Inter-State Local meetings. Write also for program helps to the Extension Service, Pennsylvania State College, or of your own state.

AMONG NEIGHBORS

A six day course in cooperation will be held at the University of Wisconsin, March 6 to 11, to meet demands for specially trained co-op managers and directors, according to an announcement by Dean Chris L. Christensen of the College of Agriculture.

Egg marketing groups sold fifty percent more eggs, and livestock associations handled sixty percent more livestock in 1934 than in 1933. During 1934, sales of milk and milk products were valued at \$24,407,754 or 70 percent of the value of all sales made through cooperative associations. Farm supplies were second to milk in importance, representing 22 percent of the total cooperative sales.

The Pennsylvania membership in agricultural cooperative associations increased 9,643, bringing the total to 67,953 at the close of the year. These reports on membership indicate that considerably more than one-third of all the farmers in the Commonwealth are associated with cooperative buying and selling associations.

The Rural Electrification Administration has announced final approval of seven rural electrification projects to serve more than 4,000 farm homes which, with a few exceptions, have never known the benefits of electricity. Seven contracts to finance these projects provide for the construction of 1,125 miles of new rural electric distribution lines in territory now without service in Indiana, Tennessee, Texas, Iowa and Nebraska. The loans made aggregate \$1,274,084 and represent the entire estimated cost of building the lines.

The Consumers' Cooperative Association, North Kansas City, Mo., has received an order for a trial shipment of lubricating oil from the Scottish Cooperative Wholesale Society, two of whose directors visited this country recently. This will be the association's third shipment of oil to co-ops in Europe, the other two having been made early in the year to cooperatives in Estonia and France. The association recently acquired an office and plant built in 1926 by a petroleum company at a cost of \$245,000, for \$53,000.

Controlling stock in a life insurance company has been acquired by the Ohio Farm Bureau Cooperative group in order to offer this additional type of insurance to farmers along with mutual automobile insurance.

The Pennsylvania egg auctions have established a reputation for eggs of a known degree of freshness so that buyers are willing to pay a premium for nearby graded eggs sold by a reliable association. Eggs and poultry valued at more than a million dollars were sold by this method in Pennsylvania during the first six months of last year.

The state bureau of markets reports that fancy large eggs recently sold at Pennsylvania cooperative egg auctions for an average premium of four cents a dozen over the same grade of nearby eggs sold on the New York market, and five cents per dozen more than for the same grade of Pacific coast eggs sold in New York.

Lincoln

"It is for us, the living, rather to be dedicated here to the unfinished work which they who fought here have thus far so nobly advanced. It is rather for us to be here dedicated to the great task remaining before us; That from these honored dead we take increased devotion to that cause for which they gave the last full measure of devotion; That we here highly resolve that these dead shall not have died in vain; That this nation, under God, shall have a new birth of freedom; And that government of the people, by the people, and for the people, shall not perish from the earth."

From "The Gettysburg Address"

The Hope of A New Day

HANNAH MCK. LYONS, M.D.

More than any other question has been the one, "When will we come out of the depression?" Have you heard the Apostle of Applied Christianity, or have you been reading the things he has been doing in Japan? If not, may I suggest that you get the magazine "The Forum" January issue—and read the article by Bertram B. Fowler, "Kagawa Preaches Economic Salvation." From it I want to take a few thoughts for you with the hope of interesting you in this method of working.

How true it is "that great spiritual leaders have a way of appearing from the most unexpected places." Christ, from Nazareth; Paul from among the ranks of those persecuting Christianity; others have come just as unexpectedly but all giving a new impulse to efforts for right living. And now comes this man whom those who know him and his teachings have accepted as the great Christian leader of the age.

"He preaches no Kingdom of God in some distant and shadowy hereafter, but the Kingdom of God upon earth brought in by practice of cooperative brotherhood. He goes right to the heart of the problem, to the starving millions of the underprivileged, and shows them how to lift themselves out of intolerable conditions, how to better their present lot. He shows these men the workable plan of consumer cooperation and then tells them, 'THIS IS CHRISTIANITY. THIS IS ECONOMIC THEOLOGY.'"

There is not space here to talk of his life story; the development of a great Christian leader. We here in America will have to change our mental attitude toward some things if we are able to apply our Christianity to the fullest. How does he work? By education—a Christian education—that develops the correct mental attitude, a hope for better things coming, and a courage to work for them.

About ten miles from Tokyo is a project on a little farm of one acre in size. Here Kagawa has placed a young Christian, a graduate of the Agricultural School. The one acre has become a model of what can be done on a small plot. More important, it is the center of a growing cooperative community. A child from each home in the community brings to the farm each day four eggs. In a year's time it is expected to have a fund of two thousand yen with which to start a fund—a credit union—for buying fertilizers, seeds, and other necessities to improve farming in the community. All over Japan the same movements are under way.

"The center of each one of these transforming villages is the gospel school, a practical school of Christian brotherhood in action. It teaches each group what it

needs to know, whether it be bee-keeping, fish culture, or goat keeping, or handicrafts. But with the teaching goes the philosophy—this is Christianity."

We are told that there are seven different types of cooperatives needed for an international system to guarantee both peace and plenty for all. Many interesting stories are being written; also magazine stories are telling of the way Sweden is becoming a comfortable country for her people, and just last week we heard that 80% of the homes were equipped with electricity. Could Sweden's cooperatives explain this fine condition? We learn that Denmark's farmers, who at one time had the lowest income of any European, have the highest average income. They have abolished their navy having no fear of international wars, or economic collision because she has solved her problem by exporting her products through the marketing cooperatives. The Danish producers cooperatives sell their bacon and butter and eggs to the British consumers' cooperatives. Does this explain Denmark's world record for such fine butter?

Dr. Kagawa is in this country now. Last week in the coldest weather of the year, with snow and ice-covered roads and streets, big auditoriums were filled to greet him in Philadelphia. He spoke three and four times daily to 1600 pastors crowded in a church; to more than 3000 young people; for an all-day Seminar on Cooperatives with more than 900 present; again an evening when an adult group numbered more than 3000 people.

These great audiences left asking the question, "Wherein is this man's power?" But especially pondering the question given them, "What will be your followup now, on leaving this meeting?"

Women's Committee Member Elected to Community Department in Maryland Farm Bureau

"Inter-State" members will be interested to know that Mrs. Roy C. Weagley of Hagerstown, Maryland, member of the 1935 Women's Committee was elected chairman of the Home and Community Department of the Maryland Farm Bureau Federation. It is a cooperative event in a real sense which places a committee member of one agricultural group in a responsible post in a neighboring group, thus linking together the interests of the women in two neighboring states as well as those in two prominent agricultural organizations.

A valuable new illustrated publication which brings its subject up-to-date is the bulletin "Cooperative Purchasing of Farm Supplies" by Knapp and Lister. It is available upon request to the Director of Information, Farm Credit Administration, Washington, D. C.

The world needs fewer cranks—more self-starters.

"Christianity has an economic program — that program is Cooperation. Because it is founded upon the Christian principles of brotherhood and service the cooperative movement is an out and out Christian movement."

KAGAWA.



Conference High Lights

Paragraphs That Tell the Story

THE CONFERENCE has functioned essentially in three ways: First, and most important of all, it has brought together leaders in the dairy industry to discuss their common problems; second, it has not hesitated to express itself on matters of concern to the dairy industry by way of resolution; third, it has set up committees either to initiate or to further action along certain lines.

The purpose of the Conference as it seems to have developed has been to bring the leaders in these various agencies together to discuss their common problems and to help clear the air so that each may return and see that its organization functions more effectively and in better coordination with other agencies.

The dairymen of the Northeast produce more milk than is demanded for fluid milk consumption. Yet, all, or practically all, of them want to sell all or as much as possible of their product for fluid milk consumption since this nets the highest return. Herein lies one of our most baffling problems.—J. E. CARRIGAN.

I cannot accent too strongly the importance of a loyal and well-informed membership and efficient and capable management. Without these, though your contract be drafted by the best legal talent in America or in the world, your organization cannot long endure.

The producer's contract fulfills two very important functions: First, it enables the association to proceed in the sale of the milk and the dairy products of its members on a permanent and far-seeing management policy because it guarantees that the association will have over a definite period certain quantities of milk and dairy products to dispose of.

Secondly, and over a period of years probably the most important function of the producer's contract, is to provide a method for the equitable distribution among producers of the proceeds of the sale of their milk and dairy products.

The "agency" type of contract under which the association acts as the agent of the member in selling his product is in my opinion the superior type of contract to use in the operation of bargaining associations.

Cooperatives are business organizations engaged in an industrial world and as such are subject to all the competition and buffets which the world offers. Your customers are business men. They operate their businesses on sound legal and commercial lines and in your dealings with them the cooperative must be set up legally and practically on the same basis.

—DONALD KANE.

The farmer in a desperate effort to maintain an income commensurate with his living costs and in many cases, a last effort to retain his farm, has sometimes gone to extreme means to increase his individual financial returns by increased production and with a further hope of increased individual income, he has tried individual rather than organized selling, leaving the cooperative to hold the bag on surplus milk, all of which ended in 1932 in perhaps the greatest demoralization the dairy industry has witnessed in many years.

The day of every individual farmer acting as his own individual sales agent is gone.

Farmers are rightfully saying to cooperative managements, "We have had enough of lack of cooperation between the respective managements of cooperatives and are demanding that cooperative managements follow not only the spirit of cooperation but also the letter to the end that all milk producers throughout all Eastern United States will mutually benefit."

It is my feeling that both the cooperative and the distributor have a distinct and separate function in the marketing of milk. I also feel quite strongly that the cooperative should go into distribution of milk only as a last resort.

Any attempt on the part of distributors to establish the basic quantities for their own producers invariably results in dissatisfaction of the producers as a whole on any market.

With a well-organized, well-financed cooperative marketing association, whose officials are not afraid to assume and execute responsibility and with distributors who are willing to delegate the full responsibility for their supply of milk to the cooperative on an equitable basis, the industry as a whole can solve its own problems.—B. B. DERRICK.

It requires little power of analysis to see that the foreign trade policy of the government with respect to these agreements was in itself in opposition to the program of production control which was inaugurated by the New Deal. Now that the production control program is outlawed, it becomes evident that the reciprocal trade agreements were an international farce and a domestic tragedy.

The Canadian Trade Agreement and the Holland Trade Agreement mark a breakdown in this (correlated tariff rates on dairy products) protection; and the effects of these treaties, combined with what we fear is coming on, will throw us back to the difficult days of 1922 when the rates of duty were by no means sufficient to give domestic producers a domestic outlet for what is, after all, a domestic product.

Because of the complicated and delicate relationships which exist within the dairy industry with respect to milk and its products, it does not matter whether these imports come in in the form of butter or as cream. The fact that the cream can come in at a dutiable rate less than butter will affect the butter market. Speculators will take advantage and the problem of finding domestic outlets will be intensified.

The effect of this lowering of duties is more widespread than is generally known. For example, nearly 300,000 American farm families depend in major part for their livelihood upon the prices of the milk which goes to evaporators.

The Canadian Trade Agreement was discriminatory against American farmers who produce excess milking stock in favor of Canadian farmers.

—CHAS. W. HOLMAN.

Our domestic and foreign commerce are so closely interrelated that the rehabilitation of American agriculture and industry is in a very great degree dependent upon a restoration of our international trade.

By permitting increased importations of the products which our industries, agriculture and consumers need, we are enabling foreign countries to obtain additional foreign exchange wherewith to purchase larger quantities of American goods.

(Please turn to page 12)

Conference Resolutions

The resolutions adopted at the Northeastern Dairy Conference give an accurate index to the straight thinking and sound policies in evidence there and, more important, among the leadership of the member organizations. The important section of each resolution follows:

RESOLVED that this Conference go on record in favor of a continuation of marketing agreements or similar machinery so that dairy cooperatives may continue to cooperate.

RESOLVED that the Northeastern Dairy Conference go on record as favoring the promotion of educational work on the food, health and economy values of milk and other dairy products in the diet and since any increase in consumption which would result from this work would be of benefit to both milk producers and distributors that this work be carried out on a cooperative basis with both groups contributing to its cost.

WE APPEAL to the national farm organizations, before approving any such (agricultural equilization) legislation, to carefully consider it for a sufficient length of time and to secure sufficient and adequate legal and constitutional advice to assure themselves that such new legislation can be reasonably assumed to be constitutional as well as workable. All this to the end that farmers of the nation may not lose more of their popular public support for sound and adequate farm programs.

RESOLVED that the Northeastern Dairy Conference petition Congress to appropriate the thirty million dollars authorized by the last Congress for the fiscal year 1936-1937, for elimination of diseased cattle.

Be it also Resolved that whereas the cost of replacements in the northeastern section of the United States of America is much higher than the cost of replacements in other sections of the country, that the various state legislatures in the Northeastern section of the United States be petitioned to provide additional state indemnity as is now being done in Maine and New Hampshire.

BE IT RESOLVED that we, the Northeastern Dairy Conference, composed of representatives of the Grange, the Farm Bureau Federations, Dairymen's Association, Cooperative Associations marketing milk and Cooperative Associations purchasing supplies for Farmers, representing an industry accounting for more than half of the agricultural income of these twelve northeastern states, urge the National Farm Organizations and Congress to give

their full, immediate support to a program of currency management through control of the price of gold as a means of giving immediate support to prices and purchasing power of agricultural products and that this means to be used to raise and stabilize the price level resulting in a mutual benefit to agriculture and industrial workers as was demonstrated in this country in 1933, as well as in other countries now operating systems of currency management.

Electric Sterilizer

A new type electric water heater and steam sterilizer, designed especially for washing and sterilizing of dairy equipment on the dairy farm, has been developed by the Strauss Electric Appliance Co., of Wisconsin.

The new invention combines an electric water heater, a dairy utensil wash tank, an electric steam generator and a steam sterilizing cabinet all in one. Water for washing is heated in the electric water heater, then transferred directly to the wash tank, where utensils may be washed. Sterilizing is accomplished by inverting cans, pails and so forth over a steam jet for a few minutes. The steam generating fixture is capable of producing steam in three minutes, using one and a half gallons of water.

When washing and sterilizing is completed, a cover may be fitted over the wash tank, converting it into a steam cabinet for sterilizing can tops, strainers and other small utensils. The complete outfit occupies a space 20 inches wide by 44 inches long.

Electric water heating and sterilization offers a number of advantages over other methods. It is clean; free from odors or fumes; danger of fire or explosions is eliminated; it is automatic and silent in operation; and it is said to heat water quickly at a low operating cost.

Little Rosalie, a first-grader, walking with her mother, spoke to a small boy. "His name is Jimmy and he is in my grade," she explained. "What is the little boy's last name?" her mother asked. "His whole name," said Rosalie. "is Jimmy Sitdown—that's what the teacher calls him."

A beauty expert informs us that a mud bath makes the skin soft, smooth, and silky. We must go down to the zoo again and have another good look at the hippopotamus.



DR. GEORGE R. LITTLE

Dr. George R. Little

Dairy cooperative leaders were shocked to learn January 18 of the sudden death of Dr. George R. Little of Schaghticoke, N. Y., for many years president of the New England Milk Producers' Association. He had been a frequent attendant at meetings of the National Cooperative Milk Producers' Federation and was well known and universally respected by other cooperative leaders.

In addition to his active life as a country physician with a large practice, he was actively interested in farming, owning a large herd of high producing cows. When the NEMPA was formed in 1917 he was made director from his district. His ability, broad vision and vigorous personality made an immediate impression and, in 1921, Dr. Little was elected president of the association. He had served continuously since.

Dr. Little was one of the prime movers in the development of the central marketing agency, New England Dairies, in which the NEMPA and 10 local cooperative creameries join in a federation to market all their product on an even basis. He had served as vice-president of the Federation and was held in high regard by his associates.

The extent to which Dr. Little had contributed to the cooperative cause is indicated in the other positions he held. He was president and managing director of the Hoosac Valley Farmers' Exchange, a director in the Rensselaer County Fair Association, a director in the county Farm Bureau, a member of the county herd improvement association and a life member of the Holstein - Friesian Association of America.

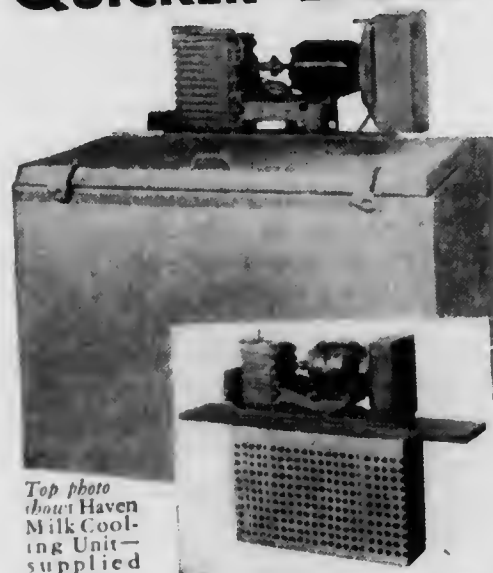
Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. (Members of Inter-State 4 cents a word, \$0.80 minimum.) Each initial and abbreviation counts as one word. Cash with order.

Electrified Fence

ELECTRIFIED FENCES reduce costs 80%. Operate on battery or power current. Information free. ONE-WIRE FENCE CO. R-22, Whitewater, Wis.

HAVEN COOLS Milk CHEAPER QUICKER—EASIER



Top photo shows Haven Milk Cooling Unit—supplied complete with insulated steel cabinet, sizes 1 to 16 cans. Lower photo shows Haven Unit—ready for use in your own insulated concrete or steel tanks—electric or gas engine power.

10 QUICK FACTS

1. Exclusive patented device eliminates troublesome expansion valve.
2. Builds and maintains large cake of ice.
3. Factory charged and adjusted—ready for operation.
4. Few wearing parts—longer life.
5. Direct Drive—no belts.
6. Easily and quickly installed.
7. Quicker cooling with Ice Reserve.
8. Low initial and operating cost.
9. No more milk rejection.
10. Eliminates costly and troublesome handling of ice.

Send coupon or write for "Easy Terms" offer! DON'T fill your ice house until you learn about the Haven system of milk cooling—write today.

DEALERS WANTED! The rapidly growing interest in milk cooling makes the Haven Milk Cooler a fast seller to farmers. We have good territory open for live dealers.

THE HAVEN COMPANY

Milwaukee, Wisconsin
MR. I. P. HEFFNER, Penna. Rep.,
Dept. 6852, 5104 Boas St., Harrisburg, Pa.

Mail Coupon for Full Information

MR. I. P. HEFFNER, Penna. Rep.,
Dept. 6852, 5104 Boas St., Harrisburg, Pa.

Please send me without obligation complete information on Haven Milk Cooling Units and your Easy Terms offer.

Number of Cans cooled, night..... morning.....

Type of Power.....

Name.....

Address.....

Conference High Lights

(Continued from page 10)

The trade agreements not only provide direct benefits for various branches of agriculture in the form of reductions of customs duties and other barriers imposed by foreign countries but also expand the domestic market for American agricultural products by bringing about an increase in industrial activity in the great consuming centers of this country which benefit from export advantages for manufactured products obtained by means of the same trade agreements.

It is possible that the depression of the world price might reach such a low point that, in their domestic market, despite high tariff protection, American producers of butter would be faced with serious competition.

The duty reductions which were granted to Canada on hay and dairy cows may be expected to have some favorable effect on the cost of milk production, particularly in the northeastern states.

The imports which will be admitted at the reduced rate represent only one-tenth of one percent of the annual milk production in the United States and only eight-tenths of one percent of the milk produced in the North Atlantic States. . . . An outlet in the United States market of 1,500,000 gallons of cream is of considerable importance to Canada. —HENRY F. GRADY.

The Supreme Court's decision on the A A A does not affect those provisions of the Act which relate to marketing agreements, removal of surplus farm products, increasing export markets, and eradication of diseases in dairy animals.

The marketing agreement program operates under permissive legislation; permissive in that no program can be put into effect under the agreement and order provisions of the act without the approval of two-thirds of the producers affected. In that respect we are not dealing with mandatory legislation.

It seems proper that if a program satisfactory to the producers can be agreed upon, it is legitimate for the government to exercise such of its powers over inter-state commodities as are necessary. We are convinced that the Federal Government itself, cannot alone deal adequately with a problem so complicated as milk control.

I anticipate, because of supplementary legislation, because of our experience, because of problems that arise, that it will be adjusted as we go along. The problems faced in the

Eastern milk markets are most difficult. They won't be solved within a year, two years, or even five years. I think the experience which has been gained will help us toward continued progress. I think the price factor has been greatly over-emphasized. It is not just a question of price fixing or control, and any efforts to solve it along that line, alone, will run into trouble. It is much broader than that, and must be handled in a broader manner. —JESSE W. TAPP.

Two of the major functions facing milk control boards are:

1. The development of a system of production control so that the markets can be adequately supplied with milk at all times.
2. The coordination of producers and dealers through their cooperative associations, in the maintaining of a price to the producer that will permit the production of a high quality product.

The producers and the dealers must work through their cooperative or bargaining organizations or producer-dealer groups and attempt to produce milk of the quality and the amount that the dealer can market at a fair price. —WM. B. DURYEE.

Producers and distributors asked for this control (in the Boston market) and it is in effect today in spite of adverse decisions by both state and federal courts relative to certain details of the license in effect there.

The "equalization of sales" idea insures all producers in the market getting the same price for the same quality of milk at similar distances from market, regardless of the amounts sold for each use by the various dealers.

The most valuable feature of the license in that (the Boston) market is the intimate supervision which will insure all producers getting the correct and just returns due them and which insures the distributor that his competitors are obtaining no advantage in cost of milk. This is the result of auditing the purchases and sales of milk of each distributor as provided in the license. —SAMUEL W. TATOR.

(More in March issue)

● Bather (to an old negro sitting on bank): "Sam, there are no sharks in here, are there?"
Sam: "No, suh."
Bather: "Are you sure?"
Sam: "Yas, suh. De alligators done chased dem all away."

Dairy Markets and Prices

MILK PRODUCTION is increasing somewhat in the Northeastern area although the cold weather that struck late in January appears to have slowed up the increase. Some uncertainty exists as to the effects of the new price schedules ordered by the Pennsylvania milk control board, especially as to the possibility of shifting sources of supply and the relation of Pennsylvania milk and cream with that from other states.

Philadelphia is still depending primarily upon outside sources for most of her cream. The four weekly reports issued during January showed that 65.7 percent of all cream received came from states outside the milk shed. In December 74% of the cream was from outside. Cream receipts are falling far short of a year ago, being off 39% in December and 18% for four weeks reported in January.

Fluid milk prices have held up well in most markets, several increases of 10 to 35 cents per 100 pounds being reported. The outstanding decrease occurred in Philadelphia with f.o.b. prices being reduced from \$2.60 to \$2.50, effective January 16. This was ordered by the Pennsylvania Milk Control Board with slight increases at Pennsylvania receiving stations made effective at the same time.

Manufactured dairy products remain in a strong position.

Butter—Production in December was 104,426,000 pounds, down 1.4% from a year earlier, years total 1,633,752,000 pounds, down 3.6%; trade output in December was 136,491,000 pounds, down 2.5%, and the years total 1,662,475,000 pounds, down 5.5%; storage supply on January 1 was 40,169,000 pounds, 15% less than a year earlier; January average price of 92-score butter at New York was 34.57 cents, an increase of 0.57 cents over December and 0.39 cents over January, 1935. Except for a drop in mid-January the price held quite steady during the month.

● **Cheese**—Production in December was 38,782,000 pounds, up 27.5% from a year earlier, years total production 596,501,000 pounds, up 3%; trade output in December was 47,085,000 pounds, up 13.1%, years total 647,189,000 pounds, up 5.2% over 1935; storage stocks on January 1 were 99,289,000 pounds as compared to 102,197,000 pounds a year earlier; January average price of single daisies at Chicago was 17.39c as compared to 18.51c in December and 16.48c a year ago.

Evaporated Milk—Production in December was 102,872,000 pounds, up 9.5% from a year earlier, years total 1,867,948,000 pounds, up 9.1% from 1934; trade output 118,621,000 pounds, down 13.8% from December, 1934, years total 1,919,645,000 up 11.1% for the year; storage stocks on January 1 were 72,916,000 pounds, down 53.5%; price per case \$2.91 in December as compared to \$2.73 in November and \$2.53 in December, 1934.

Total Milk Equivalent for above products plus condensed milk was 2,854,000,000 pounds in December, up 3.1% from December, 1934, years total 44,929,000,000 pounds, down 1.6% from the previous year; trade output in December 3,651,000,000 pounds, down 1.2%, years total 46,157,000,000 pounds, down 2.6% from 1934; storage stocks on January 1 totalled 2,102,000,000 pounds, down 14% from a year earlier.

The foreign butter situation is such that a few imports are finding their way into the country. London price for New Zealand butter was a fraction over 20 cents on January 24, making a spread of about 15 cents as compared to the New York price. This permits bringing in butter, paying the tariff of 14 cents and making a slight profit. Some small shipments of European butter have arrived and a shipment of 2,240,000 pounds direct from New Zealand was due during the last week of the month.

Milk Prices in Pennsylvania 3.5 Percent Butterfat

JANUARY 1 15

Class I, \$2.60 f.o.b. Philadelphia.
Class II, and III, \$1.51 and Class III \$1.21 f.o.b. loading platform or receiving station nearest producer's farm.

JANUARY 16 31

Class I, \$2.50, and Class II, \$1.80 f.o.b. Philadelphia.
Class II, \$1.71 and Class III, \$1.41 f.o.b. loading platform or receiving station nearest producer's farm.

Butterfat differential on milk testing more or less than 3.5% butterfat shall be 2 cents per hundred pounds for each one-half of one-tenth percent variation.

● **Political Candidate:** "So you're the Chief of Police of this fine little town. Glad to know you. I wonder if I could arrange to meet the fire chief also?"

Chief of Police: "Sure. Just wait until I change hats."

The less people know, the harder it is for them to keep it to themselves.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk for January. Weighted Average price for November (N) or December (D). All prices f.o.b. city except New York price applies to 201-210 mile zone and Chicago price to 61-70 mile zone.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11c	\$2.453 D
Pittsburgh	2.38	11	\$1.85 N
New York City	2.445	13	1.95 D
Hartford	2.94	13	2.37 N
Boston	2.94	12	?
Indianapolis	2.20	10	1.62 N
Baltimore	2.38	12	?
Washington	2.73	13	?
Detroit	2.48	12	2.13 N
Milwaukee	2.05	10	1.82 D
Providence	3.21	13	2.91 D
Chicago	2.056	11	1.911 N
St. Paul	1.85	10	1.61 N
Richmond	2.70	12	2.69 N
December Prices	2.195	12	?
Louisville	2.25	12	1.94 N
St. Louis	1.95	10	1.87 D
Columbus	2.275	11	2.275 D
San Diego			

* \$2.60 price January 1-15.

JANUARY, 1936, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	37	36	34
2	36 1/2	35 1/2	34 1/2
3	36	35	34 1/2
4	36	35	34 1/2
5	36	35	34 1/2
6	36	34	33 1/2
7	35	34	33 1/2
8	34 1/2	34	33 1/2
9	34 1/2	34	33 1/2
10	35 1/2	34 1/2	33 1/2
11	35 1/2	34 1/2	33 1/2
12	35 1/2	34 1/2	33 1/2
13	35 1/2	34 1/2	33 1/2
14	35 1/2	34 1/2	33 1/2
15	34 1/2	33 1/2	32 1/2
16	34 1/2	33 1/2	32 1/2
17	34 1/2	33 1/2	32 1/2
18	34 1/2	33 1/2	32 1/2
19	34 1/2	33 1/2	32 1/2
20	34 1/2	33 1/2	32 1/2
21	34 1/2	33 1/2	32 1/2
22	34 1/2	33 1/2	32 1/2
23	35 1/2	34 1/2	33 1/2
24	36	35 1/2	34 1/2
25	36 1/2	35 1/2	34 1/2
26	36 1/2	35 1/2	34 1/2
27	36 1/2	35 1/2	34 1/2
28	35 1/2	35 1/2	34 1/2
29	35 1/2	35 1/2	34 1/2
30	35 1/2	35 1/2	34 1/2
31	36 1/2	35 1/2	34 1/2
Average	35 38	34 57	33 60
Dec., '35	35 00	34 00	33 10
Jan., '36	35 15	34 18	32 61

A greater economy of milk production is possible on pastures that have been fertilized with phosphorus or with phosphorus and potash according to a preliminary report of pasture fertilization tests made at Pennsylvania State College. These tests are reported in Pennsylvania Agricultural Experiment Station Bulletin 323.

Full of enthusiasm, she had gone in for politics, and was out of the house most of the day. One night she returned at nine o'clock and sank into an armchair.

"Everything's grand," she said. "We're going to sweep the state." Her husband looked round wearily and said, "Why not start with the dining-room?"

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Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

Mary had been around the farm and was watching her grandmother storing the eggs in the dairy.

"If you want to keep eggs well, my dear," said her grandmother, "they must be laid in a cool place."

"Oh," said Mary, "fancy hens thinking of that."

The Dairy "Round Table"

(Continued from page 2)

H. H. Snively, milk producer from Willow Street, Pa., urged farmers to develop stronger cooperatives with more organization between producers, distributors and consumers. As for the government's place he said, "Let the government conduct and finance the research, pay the policeman, provide the umpire, but let us draw up the rules of the game."

In summarizing the matter of governmental control, E. H. Jones, Vermont Commissioner of Agriculture and control board chairman, stated that he felt some kind of control is necessary in order to attain stability in the milk markets.

Resolutions were passed in which the Conference went on record as favoring a continuation of marketing agreements under the A A A, in favor of educational work on milk values, on the need for careful study of the constitutionality of any new agricultural legislation, asking Congress to appropriate the additional 30 million dollars authorized for dairy cattle disease elimination, and in favor of a stabilized currency. The important sections of these resolutions appear on page 11.

Milk Control Order

(Continued from page 1)

quart on table cream. Prices on richer grades of cream were increased accordingly. A provision was inserted setting a price of 12c a quart on grade "B" milk testing over 4.00% butterfat. Retail prices for "B" milk were increased to 11c over the entire state except rural areas and small towns.

Superphosphate May Be Used in the Cow Stable

Some white material used in the gutters and walks of the cow stable is favored by many dairy companies, according to J. B. R. Dickey of Pennsylvania State College.

Comparing different available materials it is pointed out that slaked lime is whitest but is slippery when wet and causes some loss of nitrogen from the stable manure. It also has some germ killing power.

Ground limestone has no noticeable chemical action with the manure and if a medium grade is used will be sufficiently gritty to prevent slipping. It has a good effect on the soil, the same as ground limestone if similar amounts are applied directly.

Superphosphate is generally odorless and nearly as white as lime. It has a favorable chemical action,

the gypsum in this material combining with the ammonia of the manure, absorbing that and other stable odors. When the loss of ammonia is thus prevented the fertilizing value of the manure is increased. It is also believed to have a germicidal action, helping prevent spread of diseases such as mastitis and possibly Bangs, the bacteria of which are often found on stable floors. Superphosphate is valuable as a supplement to manure, increasing its fertilizing value where weakest by adding the element phosphorus.

Ground rock phosphate has value for this purpose also. It is brown in color, however, and is not active chemically as is superphosphate. It is much cheaper, and is valuable as a supplement to stable manure, many dairymen applying about 50 pounds to every ton of manure applied to their fields, this material being added either in the drop behind the cows or by scattering over the spreader load.

Use Good Herd Sires

Herds have been culled closely, cows are high in price and it always costs money to raise calves properly. These facts make it especially important that the dairyman who raises his own replacements use a good herd sire.

By "good" is meant one from a high producing cow and sired by a bull whose daughters are uniformly good producers. Of course if those qualities can be obtained together with good conformation and truthness to breed type so much the better.

The ideal, of course, is the "proved" sire, one with several daughters in milk that are appreciably better than their dams. Such herd sires are scarce, however, and most dairymen must be satisfied with a bull from a high producing cow and sired by a sire of good producers.

The dairyman is fortunate who was wise enough to use a good sire during the discouraging depression years for now the offspring of the sires used then are just beginning to produce or will soon be added to the milking herds—right at the time when good cows and heifers are worth good money if not needed in the home herd.

Advertise your surplus stock in OUR FARMERS EXCHANGE of the REVIEW.

When a man is in a rat, he needs only to put partitions at the head and foot to make it a grave.

Directors Discuss By-Laws

THE REGULAR bi-monthly meeting of the directors of the Inter-State Milk Producers' Association was held on January 8-9. The directors had attended the Northeastern Dairy Conference on January 7-8 and convened at 7:00 p.m. on January 8 when the meeting was called to order by President B. H. Welty. All members of the Board were present except H. D. Allebach who was out of the state on business.

Also present were the general manager, secretary, assistant secretary and Joshua Tindall and Reuben Van Horn, representing Locals of District 16.

Following reading and approval of the minutes of the November Board meeting Mr. Tindall presented resolutions from various Locals in District 16. A letter from H. H. Fisher, Stockton, N. J., was also presented. These resolutions and the letter stated, in effect, that the members in that district were dissatisfied because their district is no longer represented, through their own director, on the Association's executive committee. The request was made that the Association, through its board of directors, take such action as it could to change this situation. A general discussion followed.

The proposed new marketing agreement with members and new by-laws were read with discussion reserved for later. Amended Order 24, just issued by the Pennsylvania Milk Control Board was then discussed, especially as to the features which represented marked changes from the previous orders. These were the reduction in f.o.b. prices, higher cream prices, and failure to provide for control of seasonal variations in production.

Membership Agreement

The meeting recessed until 8:30 a.m. January 9 at which session the same directors and officers were present and in addition the field representatives, the treasurer, Donald Kane, F. F. Lininger and Kenneth Hood. Mr. Evans Kephart, recently appointed legal counsel for the Association also spent most of the day at the meeting.

Discussion of the membership marketing agreement and the by-laws of the proposed new cooperative was taken up section by section. Each section was approved or changes were made as the opinions of the majority were expressed.

Tentative plans of procedure were then outlined and by vote of the board the attorneys were instructed to prepare final drafts of the market-

ing agreement and the by-laws and to proceed with the development of such other details as may be needed.

Secondary Markets

Discussion of the situation in some of the secondary markets followed during which a policy was formulated. This is defined in Mr. Lauterbach's monthly letter to members on page 3 of this issue.

Further discussion of Pennsylvania Control Board Order 24 was heard, especially as to its probable effects on the outlying sections and its lack of production control.

The secretary was instructed to extend to the executive committee of the Northeastern Dairy Confer-

ence a unanimous vote of thanks for the Inter-State board of directors for the valuable and instructive program held by the Conference at Philadelphia on January 7-8.

Progress reports and brief summaries of experiments in dairying, agronomy, agricultural engineering, animal husbandry, horticulture and other subjects which are being carried on by the Pennsylvania Agricultural Experiment Station are included in that station's 48th Annual Report, just published as bulletin 320.

"I'd better give this little girl a wide berth," thought the man in the Pullman office as the corpulent maiden applied for a ticket.



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BEACON Feeds

Basics In Other Markets

Here is how basic quantities are established in the Detroit, Michigan, milk market for 1936 as determined by rules adopted in October, 1934.

1. In order to retain his 1935 base for 1936 a producer is required to deliver an average of at least 70% of his 1935 base during the period from February 1 to December 31, inclusive.

2. If a producer delivers less than 70% of his base during that period his base is reduced by the difference between his average delivery and 70%.

3. New bases may be obtained by taking the daily average of four months of 1935 selected as follows: (a) discard January, (b) discard lowest month, (c) find daily average of next four lowest months.

Note:—The highest rating according to these rules will be considered as the base of each individual producer. Bases are figured according to daily average production rather than by month's totals.

The same plan applies to all producers supplying the Detroit market. The selection of low months applies to each individual producer thus giving each producer a base period according to his own production. The producer with uniform production from month to month will thereby obtain a base not far from his monthly average while the producer with widely fluctuating production will earn a lower base as compared to his average, this being true regardless of when during the year his low production may occur.

It is noted that these base rules were announced well in advance of the base forming period, announced in October, 1934, for 1936 bases.

Base plans are developed by the Base Study Committee, a sub-committee from the sales committee, and are passed upon by the sales committee.

Adjustments of bases for individual producers are made by a Base Adjustment Committee, each case being considered on its merits as determined by an investigation. Such adjustments are made only when drastic losses beyond the producer's control have occurred.

Ventilation Circular

REVIEW readers who may be planning to build or remodel their dairy stables should find of special value a recent circular prepared by John R. Haswell of Pennsylvania State College. This circular contains diagrams, descriptions and additional material valuable in planning this important feature of a stable.



OUTPUT per COW

Mid-winter is the crucial time of the whole year's calendar in the dairy barn. What you do right now to bring your feed money back in milk income will determine your cash balance for the season. For weeks the gruelling grind has been on—your cows fighting to convert dry, rich diet into milk against the handicap of stable confinement and minimum access to green succulent diet. Unless you gear your feed program to the severity of the pace, some cows will cost you money to carry until a new pasture season. Some will turn in a losing milk-flow; some will fall a prey to costly ills.

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INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XVI

West Chester, Pa., and Philadelphia,

Agri. Economics & Farm Management
Cornell University, Ithaca, N. Y.

No. 11

New Cooperative Under Way Sign-up Work Starts At Once

THE INTER-STATE MILK PRODUCERS' COOPERATIVE is a fact. Notice the name. The word "Cooperative" in place of "Association" is the distinguishing feature of the new organization's name. But in order to learn the real difference between the two organizations we must compare the membership marketing agreements—see page 6—and the by-laws as printed on pages 10-11-12—with those used by the Association.

The Articles of Incorporation were signed on February 1 by F. P. Willits, A. R. Marvel, Wm. G. Mendenhall, M. L. Stitt, B. H. Welty, J. W. Keith, C. H. Joyce, and E. H. Donovan. Application for a charter was made through A. Evans Kephart, the Cooperative's counsel, and after nearly three weeks study by various state departments and the making of suggested changes, it was signed by Governor Earle on February 26. Registration in Philadelphia County was the next step, after which the incorporators met, formally organized, and adopted the by-laws and the producer's marketing agreement. The Board of Directors then met, elected officers and adopted such measures as are necessary in getting a new organization under way.

It is impossible to give on these pages the details of the new set-up, the plans, or the operation of the new organization. Careful reading of the marketing agreement and the by-laws will cover much of it. Discussion in succeeding issues of the REVIEW will add to this information. The new Cooperative will be the principal subject at dairy meetings in the Philadelphia milk shed for the next several months and attendance at these meetings plus an active part in them will give everyone a better understanding.

Producers Endorse Plan

Several meetings of local officers and delegates have been held at which the discussion was devoted to the new Cooperative. Wherever held, these meetings resulted in unqualified endorsement of the program. Enthusiasm to get under way was displayed by these leaders, making it evident that this is the opportune time to set up a new organization based on sound and progressive principles.

It will be recalled that at the 1935 annual meeting of the Inter-State Milk Producers' Association a resolution was passed asking for a study of possibilities of re-organizing and the submission to producers of a new agreement for their approval by signature. This work has been done and the agreement is ready in less than four months' time. That resolution also provided that the Board of Directors may, when three-fourths of the present contributing members have signed the new agreement, make the new organization the operating organization.

It is evident, therefore, that the speed with which the Cooperative gets under way depends primarily upon the progress of the sign-up of members. Until such time as the Cooperative becomes active the present Association will continue to function.

Every milk producer in the Philadelphia milk shed, whether a member of the present Inter-State or not, is urged to attend the meetings which will be held in all parts of the milk shed during the next few weeks. The new Cooperative will be discussed at these meetings from every angle and every attempt made to give a clear and accurate picture of it.

The Cooperative is somewhat different from the Association in its corporate set-up. It is a cooperative marketing organization, organized under the laws of the Commonwealth of Pennsylvania and complying with all Federal laws concerning cooperatives.

Members' Control Protected

Every precaution has been taken to insure that the members themselves will determine major policies of the organization. Directors will be elected within the districts they are to represent by delegates meeting within that district. The same delegates, representing all locals, will meet at the annual meeting to adopt the following year's program and advise the Board of Directors. Any member may have the floor at these meetings, but, in order to insure equal representation from all parts of the Cooperative's territory, voting will be by delegates. Upon occasion, questions may be referred directly to the members for their vote at local meetings or by mail ballot.

Each local will have one delegate for the first twenty-five members and another delegate for each additional seventy-five members. The number of directors can not be more than 27 and may be less, this depending upon the number of districts. Districts must be kept approximately uniform in size.

The incorporators elected the first Board of Directors which serves until the first annual meeting when the members, through their delegates, elect the entire board. Thereafter, approximately one-third of the board will be elected each year. In order that the organization may not become overloaded with inactive members, the by-laws specify that the Board of Directors may cancel the stock certificate of any stockholder who may fail to market his milk through the Cooperative for twelve consecutive months.

Other important changes which will be found in the new Cooperative include the extensive service which will be extended to members. Payment for milk is guaranteed, a market for the milk also being assured. This is a service which is performed by practically all milk marketing cooperatives organized during the last several years. Marketing agreements are put into effect only when there is reasonable assurance that the best interests of the Cooperative and of the membership at large will not be jeopardized by assuming the obligations it contains.

The success of the entire plan will depend primarily upon intelligent study and application of its features rather than through any attempt to upset present methods that have proved sound and practical.

Ask Higher Milk Prices

Competitive Cream Prices Urged

CLARIFICATION of Order 24, higher milk prices starting with next summer, and putting cream prices on a competitive basis were requested by the Inter-State Milk Producers' Association in its appearance before the Pennsylvania Milk Control Board at its hearing in Philadelphia on March 2. No definite date for the increase nor no certain amount were specified, these to be ascertained according to conditions after the season of flush production is past.

Cream prices, it was pointed out, are out of line with competition and if the present price schedules are maintained there is great danger of the Pennsylvania producers losing their market for any milk they produce in excess of fluid milk needs.

The entire prepared statement as presented by A. H. Lauterbach, general manager of Inter-State, is given here in full.

I am appearing for the Inter-State Milk Producers' Association of Philadelphia. I want to thank your honorable Board for the opportunity to enter into the records our suggestions for settling some of the milk controversies. There seem to be some differences of opinion when it comes to interpreting Order No. 24, as amended. We urge immediate clarification on your part. Otherwise, there will be wholesale violation of the Order.

We would like to call your attention to cream prices under the Order now in effect. We, by all means, want to get as much money for our producers as possible, but we are seriously concerned about these prices because dealers are now buying cream in other states for less money, much of it from our own members in other states. We do not want to lose the Philadelphia market for Pennsylvania producers. We must remember that Philadelphia last year imported more cream from Ohio and Wisconsin than the Philadelphia Milk Shed producers supplied.

Our producers who ship their milk direct to bottling plants under your last Order had their Class I price reduced 10 cents per hundred. This may have been warranted because some distributors needed more spread in order to continue in business and pay their bills. We, as an Association, do not want to be a party in eliminating efficient distributors of milk. We do, however, at this time object to lowering the producer's price.

We call your special attention to the rising costs encountered by milk producers, to the general and widespread improvement in business conditions and to the shortage of milk which existed in this milk shed during the fall of 1935 and which, it is expected, will be repeated during the fall of 1936. The combination of these factors makes it imperative that your Board study the need for a substantial price increase to be made effective to milk producers in the Philadelphia area as soon as the flush production of the spring and early summer season is past. Such an increase will assist materially in improving the income to our producers to a level that compares with industry in general and should go far toward preventing a milk shortage such as occurred during the fall of 1935.

The price to producers for all milk except Class I should, we feel, be based on butter prices, or on government cream quotations, and should be such that the market for Pennsylvania producers can be maintained in the face of normal competition. Should it be contrary to the milk control law to permit a fluctuating price to producers on Class IA milk, then we urge your frequent revision of the price for that milk so as to maintain it on as

nearly as possible a competitive basis with cream from outside sources.

We in cooperation with other cooperatives are immediately going to petition Secretary Wallace to again give serious consideration to purchasing butter during the heavy production this spring and summer and thereby maintain a butter price of not less than 30 cents for 92-score butter at New York.

We would like to have your honorable Board aid us in this endeavor.

In summarizing, Mr. Lauterbach added that a milk market can be stabilized most effectively with a good Class I price and with cream prices maintained at a competitive level. He also added that with a \$2.50 price for 3.5 percent milk, f.o.b. Philadelphia, there is now a lower producers' price in this market than in any other large Eastern market.

Twenty-five extra pounds of milk were obtained for every additional pound of condition (extra flesh) placed upon a cow during her dry period, according to the results of tests carried on at the experimental farm of a large feed manufacturer.

A good example is the best advice.

How to Transfer Membership

Arrangements are being made so that members of the present Inter-State Milk Producers' Association may assign one dollar's worth of stock in that corporation to the new organization, the Inter-State Milk Producers' Cooperative, this one dollar buying a full share of stock and making that person a member of the new Cooperative when his marketing agreement is approved. Any stock in excess of one dollar par value will be returned to members upon dissolution of the old Association.

In order to avoid confusion, expense, and inconvenience we urge every member to locate his stock certificate in the Inter-State Milk Producers' Association and be prepared to endorse it for transfer at the time he signs up in the new Cooperative. This must be done before that stock can be used as payment for stock in the new organization or before that stock can be redeemed.

In case of a lost stock certificate an application for a duplicate must be filled out and signed, then when the duplicate is issued it (or one dollar of its par value) may be used in obtaining stock in the new Cooperative.

It Is Now Up to the Producers

WHEN I CAME to the Inter-State Milk Producers' Association last July one of my first studies was of the set-up of the organization, its contract, by-laws, corporate structure, etc. I was soon convinced that certain changes were needed.

During the 18 years or so that the association has been functioning a lot of members have gone out of business, died, or for various reasons are no longer active. As a result several thousand inactive stockholders are on the list, to whom the association can give no service nor from whom it can receive any support.

Study of the membership contract revealed that it gives the association very limited power. It can not be considered an up-to-date marketing contract and I was convinced that, although it had served effectively in the past, the association and its active membership would be severely handicapped to depend upon it much longer.

My previous cooperative experience has convinced me that many months are required to prepare and sign up a new contract or to set up a new organization in a territory as extensive as that of which we all are a part.

For those reasons I started discussion of the advisability of setting up a new organization to replace in time the present association. We took it up at local meetings last fall. We discussed it at board meetings. We had a special committee visit other markets to study their set-up.

Then at the annual meeting last November a resolution was passed without a dissenting vote requesting that plans be developed and submitted to the members for their approval, this approval to be indicated by the signing of a new contract.

That contract is ready for signature.

I am convinced that the success of the sign-up program will depend almost entirely upon the interest taken by the members themselves. The big part of the work will have to be done by the members acting individually or in committees, first at meetings, then by personal visits. Our central office can not do more than assist in this work by laying plans, furnishing material, and sending representatives to a few key meetings.

This is as it should be because if you, the milk producers in the Philadelphia milk shed, want this new organization to serve you it must be built with your help—from the bottom up. It can succeed only if you members want it enough so you will go out and see that your neighbors sign up too.

The next month or two are crucial ones for the cooperative movement among milk producers in this milk shed. Cooperation (working together for each other) in putting this over depends upon each of us doing his best.

A. H. Lauterbach

Discover New Milk Quality

The discovery of a new and previously unrecognized quality of milk was announced during Farm and Home Week at Cornell University by Dr. James A. Tobey, director of health service, the Borden Company, New York.

Recently completed investigations at the company's research laboratories at Bainbridge, New York, conducted by Dr. George C. Supplee, have revealed that one of the proteins of milk, the lactalbumin, increased the value of the rickets-preventing vitamin D, said Dr. Tobey.

Milk has also been found to be a source of the new vitamin H recently isolated by scientists at Columbia University, according to the speaker, who stated that this food factor resembles vitamins A and C in milk because it is necessary for proper growth and good health.

Since laboratory animals, deprived of vitamin H, he said, are reported to have lost their hair and to have suffered from serious skin diseases, the vitamin H derived from a diet liberally supplied with milk may be shown to have a favorable effect upon these important attributes of beauty. He pointed out, however, that the outstanding value of milk is its function as a well balanced and indispensable food for children and adults.

Farm Prices Still Below Living Cost

"Since February, 1933, New York farm prices have risen about to the level they were before the war, with only a limited rise in the cost of living. Thirteen out of twenty of our most important products have risen sixty-nine percent or more, but farm prices are still so far below the cost of living that the farmer's position is still far below normal."

This statement was made to an audience at Cornell's 29th annual Farm and Home Week by Professor George F. Warren of the department of agricultural economics.

"Regardless of what conditions are now, there is almost no chance that they will get worse, and a fair degree of certainty that they will improve. Good farms again promise to be good property to own."

Information on "Farm Electric Milk Refrigeration" is contained in a semi-technical bulletin by that name, Number 267, and published by Pennsylvania State College. This bulletin contains a report of results in actual farm use and of laboratory tests.

When the one great Scorer comes to write against our name, he writes not that we won or lost, but how we played the game.

The tuberculosis eradication program is advancing rapidly. The State of Delaware became a modified accredited area on January 1, making 37 states with that distinction. The second area test in Pennsylvania is being completed rapidly and it is hoped that this state will gain similar distinction by June 1. All except eight counties in the state are now listed as modified accredited counties.

Prices Omitted

No schedule is being carried in this issue of the REVIEW to cover prices paid to producers by the dealers operating in this milk shed. Under the new Pennsylvania Milk Control Board regulations each dealer's price is determined according to the proportion of his sales in the various classes, with each dealer, in turn, paying a different price in the various mile zones in which he may operate receiving stations.

Because of the impossibility of obtaining these prices for many of the dealers and stations it was considered advisable to omit all of them from this issue.

Anger is without reason, but seldom a good one.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Cooperative Community Department

Business Offices
235 E. Gay St., West Chester, Pa.
401 N. Broad St., Philadelphia, Pa.
(Address all correspondence to Philadelphia office)

Editorial and Advertising Office
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Milk!!!

**The Food
For All Ages
USE IT LIBERALLY**

Review Selected As Official Publication of New Cooperative

With this issue the INTER-STATE MILK PRODUCERS' REVIEW also becomes the official publication of the newly organized Inter-State Milk Producers' Cooperative. This extra function involves new problems, especially in the recording of news and events in each organization in a manner that will avoid confusion in the minds of readers.

We urge you to note the difference in names. The old organization is the Inter-State Milk Producers' ASSOCIATION and it has been operating since March 14, 1917. It will continue to be the operating organization until such time as the Board of Directors may decide to transfer this work to the new organization, the Inter-State Milk Producers' COOPERATIVE.

Use of the word "Association" will indicate reference to the organization which has been functioning for the past 19 years. Use of the word "Cooperative" will indicate reference to the new organization which has just gotten under way. In some cases the affairs of the two may be so closely interwoven that it may be difficult to distinguish between them. In such cases we will attempt to use the name which will be least confusing.

Co-ops Gain

Farmers' cooperative marketing and supply buying associations over the United States showed satisfactory progress during 1935. Gains were made both in membership and value of business despite adverse

factors in certain areas. The number of associations was 10,700, a slight decrease from 1934, according to records of the Farm Credit Administration. Total business was estimated at \$1,530,000,000 during the marketing season 1934-35, an increase of 12.1 percent over 1933-34 figures. Total membership is estimated as 3,280,000, an increase of 3.9 percent.

Ask For Continuance of T.B. Testing

Asserting that any action which might stop or even curtail the tuberculosis eradication program is a danger to milk producers and to all citizens, the executive committee of our Association transmitted a resolution to the New Jersey Legislature requesting that funds be provided for carrying on this work. Reports stated that agitation for tuberculosis testing. The resolution follows:

"The Executive Committee of the Inter-State Milk Producers' Association with approximately 1900 farmer members in New Jersey regrets the reported intention of the New Jersey legislature to discontinue the state appropriation for the eradication of bovine tuberculosis from dairy herds of New Jersey. This program has progressed to the extent that seven counties are now listed as approximately free of this disease and the frequency of the disease in the remaining counties is being rapidly reduced. Should the program be stopped now it will retard the final elimination of tuberculosis from our herds with a grave danger that the disease may gain a new foothold with resulting economic loss to our dairy farmers. In addition an outbreak of bovine tuberculosis in our dairy herds would constitute a real danger to the health of New Jersey citizens."

"We therefore urge and request that the appropriation committee of the New Jersey Legislature recommend and urge the appropriation of sufficient funds in order that this program for the limitation of bovine tuberculosis from New Jersey dairy herds may be continued. This is necessary for the protection of the economic well being of all New Jersey farmers and for the protection of the health of our fellow citizens."

Cows Are Efficient

Eight thousand pounds of 4 percent milk (a good year's production for a well-grown two-year-old heifer) contains 56 percent more protein, 30 percent more non-nitrogenous nutrients and 19 percent more mineral matter than the entire body of a fat two-year-old steer weighing 1200 pounds.

MILK PRODUCERS' REVIEW

Oleo Tax Fight Is On

The dairy industry faces a real battle today. Attempts are being made to kill legislation which would help equalize the tax burden carried by our dairy farmers by placing a minimum tax of five cents per pound on all oleomargarine.

We must give the men in that industry credit for fighting for their profits. They are spending vast sums advertising against this tax, employing one of the best known advertising agencies in the country for that purpose.

This is a fight between the processors of a product inferior to butter, and made principally from imported fats and oils, and using relatively little labor as against another product which is an important part of the nation's agriculture and will directly affect the welfare of several million farm people.

The Inter-State together with other dairy cooperatives, acting through the National Cooperative Milk Producers' Federation is leading the dairymen's fight to equalize this tax burden.

Your Association is supporting this program because it is to the interest of every milk producer in this milk shed to have this protection. Without it all dairy prices are likely to suffer.

We urge each reader of the REVIEW to write the Member of Congress from his district and to his two United States Senators urging support of this bill to impose a minimum tax of five cents per pound on all oleomargarine.

Another measure for which support should be urged is legislation to prevent movement of oleomargarine in interstate commerce into states with a tax on that product unless that state tax is paid.

More Cows in Pennsylvania

The 1935 farm census report for Pennsylvania was recently announced by the Census Bureau.

The principal feature of the livestock inventory as of January 1, 1935 is the increase of 181,522 in the number of cattle since April 1, 1930. Of this gain 143,000 is in the number of cows. An increase of about 3,500 in the number of mules is another noticeable feature of the report, particularly when considered in connection with the decrease in horses. Sheep and swine have decreased 21.7 and 17.3 percent, respectively, in numbers since April 1, 1930. Due to the difference in the time of enumeration, comparison of changes in the latter classes of animals is but a rough approximation.

Total number of cows on January 1, 1935 was 920,298.

March, 1936

AAA Studies Market

ANNOUNCEMENT was made in the February issue of the REVIEW that Secretary of Agriculture, H. A. Wallace had been requested to call together milk control officials who are interested in the Philadelphia milk shed. This request was made by your Association because of the wide variations in buying plans, classifications and prices prevailing in different parts of the milk shed.

Studies are under way but no move will be made until full facts are obtained and the need for Federal assistance established beyond a doubt. E. M. Harmon from the dairy section of the A A A has made several visits to this milk shed interviewing officials, producers and distributors. His task is to get a complete and accurate picture of the situation and to study what might be done and how it might best be accomplished.

On one of these visits Mr. Harmon outlined in some detail the procedure now followed before the A A A steps into a market in order to stabilize it. He emphasized that no effort is made by the A A A to go into a market unless requested to do so by the producers.

The first move is to collect information on the economic structure of the market with special attention to the movement of milk, prices paid, classifications, buying plans and their operation, deductions and charges to producers, station costs and hauling expense. All available sources are used in getting this information, especially control boards, producers and their organizations, and the dealers.

The next move is to negotiate with producer groups, dealers and control boards for an agreement which must include (a) uniform prices on all milk except possibly some location differentials and (c) a uniform pay plan on all milk entering the sales area with some exceptions for dealers who are 100 percent intra-state. The milk must cost such dealers as much as it costs his competitor with inter-state milk.

When substantial agreement is obtained on these points a public hearing is called in the market area, 15 days notice being required, at which the proposed agreement is discussed publicly. Copies of the proposed agreement are supplied to all dealers and are made available to all producers and others. Briefs may be submitted with additional evidence within a reasonable time.

The order and agreement are then put into final form and submitted for approval. It will be placed in effect when 50 percent of the milk

dealers (by volume of milk handled) and 75 percent of the producers in the market (by number, or volume of milk) approve of it. The cooperative with marketing contracts may speak for its members collectively.

Should approval be obtained from less than 50 percent of the dealers but from at least 75 percent of the producers the plan may be put into effect by the Secretary of Agriculture with approval of the President, and enforced as an order.

In discussing this procedure Mr. Harmon repeated that the A A A never comes into a market unless requested and then arms itself with every bit of available data before acting.

Don Geyer Resigns

The Pure Milk Association of Chicago recently announced the resignation of Don. M. Geyer, its Secretary-Manager. The resignation was announced as effective on March 15. Mr. Geyer was a charter member of the Pure Milk Association and served as director for several years. He was made manager in 1929.

Under his guidance the association grew in prestige and influence, coming through the depression with a good record of service. Numerous strikes, outbreaks of violence, attacks on himself and on the organization left the organization stronger than ever with a staunch following among the better dairymen of the section. The evidence shows that the bargaining power of the Pure Milk Association is now greater than ever before.

No reasons for the resignation were carried in the official announcement but it is believed Mr. Geyer felt that his personal advancement had reached its limit within that organization and better opportunities were available elsewhere.

Price Differential Upheld By Court

The United States Supreme Court on Monday, February 10, upheld provisions of the New York state milk control law providing that non-advertising milk companies may sell their product to stores at 1c per quart less than those companies which advertise.

The Borden Farm Products Co. brought the test case, contending that the regulation had damaged its business by forcing a decline in sales of bulk grade B and bottled store milk. The decision was five to four.

Another feature of the law was

declared unconstitutional, this feature compelling firms entering business after April 10, 1933, when the New York control law went into effect, to charge the higher price.

The majority opinion declared that the second phase of the law would prevent anyone from entering the milk business. The dissenting opinion stated that the majority opinion attempted to protect newcomers into the milk field from hazards of competition they might have encountered at any other time.

This was perhaps the first test case involving the right to fix prices which the Supreme Court has upheld. The decision was a surprise to many, especially as it provided different prices for different types or groups of dealers.

It was contended that the law prevented established firms from competing freely and on an even basis with other firms that have not acquired a reputation or do not advertise.

Better ask twice than go the wrong way once.

Inter-State Milk Producers' Ass'n

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

The 4 C's of Cooperation

William Dennis, Pennsylvania State College

THE cooperating spirit, which on the one hand furnishes the dynamic to drive men and on the other binds them together in a common endeavor has four characteristics, the four C's of cooperation. The first of these is Comradeship. Cooperation is not an individual matter. It is a shoulder to shoulder affair. Comradeship can develop only through acquaintance, and by the growth of sympathetic understanding among persons, who thus become aware of the other fellow's needs and problems. Therefore, meet together frequently; study your problems together, play together, build together and as far as possible worship together.

THE second characteristic is Conciliation. When a man is by himself he has a hard enough time to make a go of it; when two people come together they may with some difficulty agree; it is not so easy to get 20 people to agree; and when 20,000 people come into one organization, the possibility of all thinking alike or having the same ideas is beyond human achievement. We cannot get along in a cooperative association without a spirit of give-and-take.

THE third factor in the cooperating spirit is Confidence. Unless we have that faith as a part of this cooperating spirit we are never going to have a real cooperative association. We must have faith; faith in ourselves, in the finer possibilities within us; faith that we can hold on; faith that we can carry on; and more than all this, we must have faith in our fellow men. For if we cannot do it together, we can never do it by working alone. Finally this cooperating spirit can never be permanent nor lasting nor vital unless with it there is a faith in God. The power of God is among men, and a faith in God tends to build in men that stability of character on which in the last analysis all cooperating spirit is founded. It is not founded on the number of cows, or on any plan for distribution of surplus, or on contracts; it is founded on character.

THE fourth phase of this cooperative spirit, the last C in the cooperative square, is Consecration. To establish securely true cooperation demands the persistent and self sacrificing devotion of men and women who vision its possibilities. We need in our cooperative associations women like Madame Curie who gave all her energies and finally her life to the study of radium in order to help mankind; men like Steenbock of Wisconsin, who refused \$2,000,000 for a vitamin discovery and turned it over to research for the welfare of humanity; men like Grenfel of Labrador and Kagawa of Japan. Only by the consecration of our time, our energies and our intelligence can cooperation prevail among the farmers of America.

COMRADESHIP, Conciliation, Confidence, and Consecration these are the fundamentals of cooperation.

AMONG NEIGHBORS

Cooperatives in Virginia gain in prestige. Ninety-six of them, with memberships totaling 19,697, sold in excess of 10 million dollars worth of farm products in 1934. During the same year cooperative purchases of farm supplies reached the value of \$5,480,000. It is estimated that approximately 50 thousand Virginia farmers buy part or all of their supplies cooperatively.

Forest Products, Inc. is a newly formed cooperative marketing association for handling Christmas trees and evergreen products for New Hampshire.

The Coos County Farm Bureau, through its cooperative Christmas tree marketing association has shipped to New York and Long Island points 35 carloads of trees in the past six years. It is estimated that more than 300 thousand trees have been sold by this group.

Formation of the Oklahoma Cooperative Vegetable Growers' Exchange was announced early in the year.

Offices and warehouses will be maintained at Muskogee, and the association in addition to selling truck crops, nuts and fruits will handle farm supplies used in their production.

Pear growers in the Placerville (California) area have found a new use for their cooperative association that of a depository for their money.

With banks in the vicinity paying only 2 1/2 percent on savings, and with borrowing of the association costing five percent, farmers who have not needed all their returns on last summer's sales have left their money with the organization for its use and both the members and the association have benefited.

The Placerville Fruit Growers' Association, which inaugurated this new type of service, has recently acquired a \$150,000 pre-cooling and storage plant.

Completing its 15th year of handling, Oregon, Washington, Idaho, California and Nevada wools, the Pacific Wool Growers made final payments on a clip that is reported to have netted members substantially higher prices than those averaged by other growers. Approximately \$325,000 was distributed in the final checks.

Winter, Poor Winter

Winter, poor Winter.
Oh, YOU will never see
The Spring-time,
With leaves on every tree.
Winter, poor Winter.
Oh, YOU may never hear
The birds shout as the buds sprout
In spring-time of the year.
Winter, poor Winter.
Oh, life's unfair to you;
No wonder, in thunder
Of sobs you call "Adieu!"

From "The Wheatshewl",
published by the (English)
Cooperative Wholesale Society.

Many Children Drink Too Little Milk

By Lettie Gay

Reprinted in Part From "Parents Magazine"

A report from the U. S. Department of Agriculture shows that there is widespread under-consumption of milk. To be specific, the average person included in a recent survey gets about one-half pint of milk daily. This is approximately one-fourth the amount of milk, one quart daily, which is usually recommended for growing children.

The nutritional importance of milk cannot be over-emphasized. Milk provides the proteins essential in the feeding of young children; milk offers a good supply of phosphorus to the body; and milk is the most valuable food source of calcium.

It is now believed by certain doctors and research workers that the calcium of milk, which is so precious and necessary for building strong bones and for general bodily health, is best absorbed when milk is taken at meal time.

The mother whose interest and chief occupation is to provide good wholesome food for an energetic and physically normal family of children might well keep these points in mind when she plans her menus. Many women have found it helpful to cook milk into foods so that its presence is not noticed by the non-milk drinkers in the group. There would seem to be an additional reason for loading the meal with milk so that each person is certain to get his full quota of one quart a day.

Cheese, being made from milk, is of course a valuable substitute for a part of the required milk, but it is not practical to use cheese wholly in place of milk. One-quarter pound of cheese supplies the body with approximately the same amount of calcium as one quart of milk.

Milk can be easily cooked into cereals. Simply use milk instead of water and follow the directions on the package. Use a double boiler to prevent possible scorching. Serve vegetables in a white sauce to add milk to the diet; make cream soups instead of clear broths; casserole dishes can be achieved in which almost a quart of milk is used; cheese soufflé is loaded with milk; rice, bread and other cereal puddings can conceal a large quantity of milk.

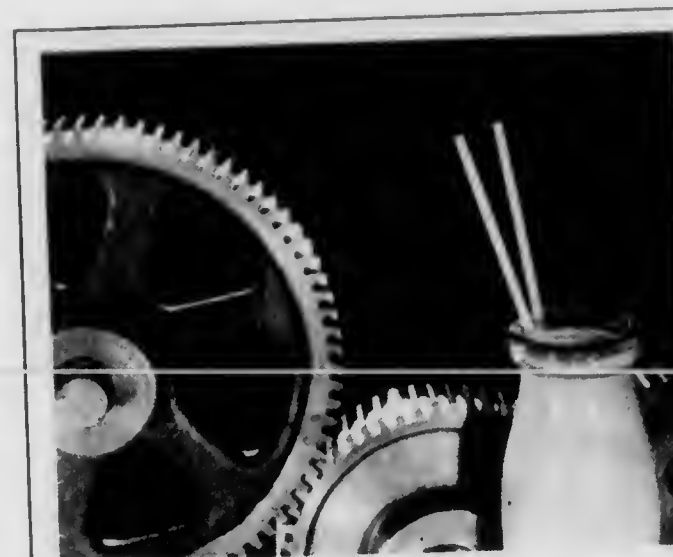
A slice of ham can be baked appetizingly in milk and cheap cuts of meat can be stewed in milk. This dish is equally good made with breast or shoulder of veal.

Cream Lamb Roast

2 lb. breast of lamb Bay leaf
cut in 1 in. cubes 1 qt. milk
Flour, seasoned Rice, cooked and turn-
with salt ed into a ring mold
Cut away unnecessary bits of fat from lamb. Dip pieces in seasoned flour as you do for making fried chicken. Brown in hot fat. So much fat cooks from the meat that it is then necessary to pour off about half of the fat in the pan. Pour the milk over the meat in the pan, add bay leaf and more salt if necessary. Simmer over a very low flame, or put into a slow oven, to cook slowly for about one hour. Use as the filling for a ring mold of rice. Garnish with peas or with whole baked carrots.

Baked Potatoes with Cheese and Bacon

Select smooth, evenly shaped potatoes. Remove the centers lengthwise with an apple corer. Take a piece of cheese, any kind you like, and with the same corer cut out cylinders and insert one in each potato hollow. Put the potatoes in a baking dish with a strip of bacon across each potato.



**TO EASE THE DAILY
GRIND--
DRINK MILK!**

This poster is one of a series developed for the Dairy Council and being placed each week in factories and business offices, as part of the Council's educational campaign to increase the consumption of milk in the Philadelphia market.

The Most Important Crop

The Cooperative Community Gathers Its Children Together and They Talk of Tigers and Butter

"Now Black Sambo was just coming home from his work, with a great big brass pot in his arms, and when he saw what was left of all the Tigers, he said, 'Oh! What lovely melted butter! I'll take that home to Black Mumbo for her to cook with.' So he put it all into the great big brass pot and took it home to Black Mumbo to cook with. When Black Mumbo saw the melted BUTTER, WASN'T SHE PLEASED! 'Now!' said she, 'we'll all have pancakes for supper!' So she got flour and eggs and milk and sugar and butter, and she made a huge plate of most lovely pancakes. And she fried them in the melted butter which the Tigers had made, and they were just as yellow and brown as little Tigers. Is it any wonder that Little Black Sambo ate a hundred and sixty-nine pancakes?"

As I thus read the story of Little Black Sambo to the group of pre-school children that we had gathered together in our Cooperative Community, I saw the thing that I had hoped for grow and take on expression in those little minds. A little rascal of five piped up, "Ah! Tigers don't really melt into butter when they fight, do they?"—and before I could answer, another nimble-witted, roguish youngster blurted out—"Oh boy! Do I like butter on pancakes!", and a tiny girl with saucy black eyes and black curls spoke up, "My mother puts butter in my soup and it makes a big gold dollar."

Add half a cup of milk in the pan and baste the sides of the potatoes with it. Bake in a moderate oven—350 degrees—until the potatoes are tender.

Baked Onions in Milk

6 large yellow onions 2 c. milk
1/4 lb. yellow cheese 1/4 c. bread crumbs
1 tsp. salt 2 tbsp. butter

Cook the whole onions in gently boiling water until partly cooked, about 10 or 12 minutes. Remove centers to make small cavities in the onions. Fill these holes with grated or chopped cheese. Chop the centers of the onions, mix with bread crumbs and spread in the bottom of a buttered casserole. Arrange the filled onions on this bed, pour milk around them, dot tops with butter and sprinkle with salt. Bake, covered, in a moderate oven—350 degrees—for about 40 minutes.

I had hoped to arouse a "butter consciousness" and I was richly rewarded, for in a few minutes I could have written the butter history of every family represented in that group. The heart-breaking part of the story came when one thin, under-nourished-looking little fellow said, "My daddy buys some other stuff from the store and my mother puts some color in it, but it doesn't taste as good as butter." I had long since told them "the story of milk", and suggested that they ask their daddies to keep out a quart a day for each of them, and ask their mothers to make more ice-cream. I knew from their own reports, as well as from the stories that had come back to me from parents, that the milk pitcher was being given its proper place by popular request. So now, I told the children "the story of butter", and gave them copies of the story (Please turn to page 13)

By-Laws of the Inter-State Milk Producers' Cooperative

ARTICLE I

Purpose and Place of Business

1. The purpose for which this Cooperative is formed is the buying and selling of agricultural products and agricultural supplies in accordance with the provisions of the Act approved April 30, 1929, P. L. 885, as amended, especially dairy products and in connection therewith to do each and everything necessary and desirable to fully and effectively carry out the purposes for which cooperative associations are permitted to be formed under the laws of Pennsylvania.

2. The principal place of business of this Cooperative is in Philadelphia, Pennsylvania. The Board of Directors may establish or operate branch offices, places of business, receiving stations, manufacturing plants, and other physical facilities in such other places as may be deemed advisable.

ARTICLE II

Membership

Section 1. Any producer of milk, cream or dairy products, actively engaged as such, in the territory served by the Cooperative may become a stockholder by subscribing for one share of common stock of this Cooperative of a par value of \$1.00 and by entering into a marketing agreement with the Cooperative, in the form prescribed thereby, agreeing to sell his milk, cream or dairy products to or through the Cooperative. No stockholder shall own more than one share of common stock. No sale or transfer of stock shall be valid without the written consent of the Cooperative. Such consent shall be withheld where the buyer is not actively engaged in marketing dairy products and as the Board of Directors shall direct. If the Cooperative withholds its consent to such sale, the Cooperative shall redeem such stock at par plus accrued dividends.

Section 2. The Cooperative shall have the option to redeem and repurchase the stock of any stockholder at the par value thereof, plus accrued dividends, if at any time for a period of twelve (12) consecutive months said stockholder has failed to market dairy products to or through the Cooperative, or to redeem and repurchase the stock of any stockholder at the par value thereof, whenever the producer's marketing agreement between the said stockholder and the Cooperative shall be cancelled in accordance with the terms or conditions of said marketing agreement, or by reason of breach thereof by the stockholder.

Section 3. Every stockholder shall assign to the Cooperative for sale by it or on its order all milk and cream produced by him, except such milk or cream as such stockholder may retain for home consumption, providing that if the stockholder shall give written notice between the first and the fifteenth days of February he may withdraw and be released from this obligation, such withdrawal to be effective on the first day of April next following such notice.

ARTICLE III

Directors, Their Powers and Election

Section 1. The business of the Cooperative shall be managed, conducted and controlled by a Board of Directors of not more than twenty-seven (27) members.

Section 2. The Board of Directors named in the Articles of Incorporation shall hold office until the first annual meeting of

delegates. Of the first elected Board of Directors, one-third, or as near as may be, shall be elected for one year, one-third, or as near as may be, shall be elected for two years, and one-third, or as near as may be, shall be elected for three years. Thereafter, one-third, or as near as may be, of the members of the Board of Directors shall be elected yearly. The Board of Directors shall so regulate the terms of directors, including the terms of additional directors that may be authorized, from time to time, as to make effective this principle.

Section 3. The term of office of a director shall begin at the annual meeting of delegates following the district meeting of delegates at which he was elected. The term of a director whose district has been eliminated shall expire at the next annual meeting of delegates thereafter.

Section 4. The Board of Directors shall meet annually within ten (10) days after the annual meeting of delegates, and at least five (5) other times each year, at such times and place as is set by the executive committee or by the President. At its annual meeting, and at such other times as may be necessary, it shall elect by ballot a President, Vice-President, Secretary, Treasurer (or Secretary-Treasurer). Only the President and Vice-President need be members of the Board of Directors.

Section 5. The Board of Directors may hold special meetings on call by the President, on five days' notice by mail or one day's notice by telephone or telegraph to each director. Special meetings shall be called by the Vice-President or Secretary in like manner and on like notice on written request of one-third of the directors.

Section 6. A majority of the directors shall constitute a quorum.

Section 7. The directors shall receive such compensation as shall be resolved by them and approved by the delegates at any annual meeting. No director shall be a full-time paid employee of the Cooperative.

Section 8. The Board of Directors shall divide the territory covered by the Cooperative into numbered districts, not exceeding twenty-seven (27), defining the district lines, and each district into localities, and shall assign each stockholder to a local provided that so far as is possible stockholders shall be members of the districts within which they reside and of the localities nearest their residences.

Section 9. The districts shall at all times be based on the number of stockholders in the district, and shall be as nearly equal as may be, in the number of stockholders, within the following limitations: A district ratio shall be found by dividing the whole number of stockholders by the number of districts, and no district shall contain more than one and three-fifths (1 3/5) of a district ratio or less than three-fifths (3/5) of such ratio.

Section 10. The Board of Directors shall have the power to redistrict by revision and alteration of district lines, to create new or additional districts, provided that there shall not be more than twenty-seven (27) districts in all, to eliminate existing districts, and to transfer locals from one district to another, and stockholders from one district or local to another. The Board shall have the duty to exercise this power in order to conform with Section 9 of this Article.

Section 11. There shall be as many directors as there are districts, and each district shall nominate and elect one director by delegates chosen for that purpose by stockholders in meetings as-

sembled in the several locals within the respective districts. Each local shall be entitled to elect delegates on the following basis: For the first twenty-five (25) stockholders, one delegate shall be selected, and thereafter for each additional seventy-five (75) stockholders in the local another delegate shall be selected. Voting at locals shall be only by stockholders assigned to that local.

Section 12. The person receiving a majority of the votes of the delegates of the district is thereby elected director. In case of any dispute as to the election of any director, the decision of the Board of Directors shall be binding and conclusive.

Section 13. Any director may be removed from office for cause by two-thirds (2/3) vote of the delegates at the annual or at any special meeting thereof, provided notice and a hearing is first given as required by law.

Section 14. The Board of Directors is authorized and empowered to make rules and regulations to carry out the by-laws of this Article effectively.

ARTICLE IV

Stockholders' Meetings

Section 1. Meetings of stockholders shall be held annually in the several locals at such places and times, but not necessarily at the same time, as the Secretary of the Cooperative shall direct, in the months of September, October, and November.

Section 2. Notice of the place, date, and hour shall be given by such Secretary at least five days before such meetings.

Section 3. Special meetings of the stockholders may be called at any time by the President or upon resolution of the Board of Directors, or shall be called by the President upon written petition signed by ten per cent (10%) of the stockholders, and shall be held at such times and places as the Board of Directors or President, respectively, shall direct. The business and the time and place of each special meeting shall be given in the notice thereof, which shall be stated at least five (5) days before such meeting.

Section 4. At any meeting of stockholders, ten per cent (10%) shall constitute a quorum.

Section 5. The voting power of stockholders shall be equal and each stockholder shall have one vote only.

Section 6. No proxy voting shall be allowed, but if the Board of Directors shall deem it advisable to take a vote by mail on any specific question then and in such event the stockholders shall be sent a ballot and shall be permitted to vote by mail on a ballot prepared under direction of the Board of Directors. Such ballot must be signed by the stockholder if the Board of Directors so orders.

Section 7. Any report, resolution, or motion may be submitted to the stockholders at local meetings by the Board of Directors, the delegates, or upon petition of two hundred (200) or ten per cent (10%) of the stockholders.

Section 8. The Board of Directors shall have the power to make rules and regulations governing meetings of stockholders.

ARTICLE V

The Meeting of Delegates

Section 1. A meeting of delegates from the several locals shall be held annually in November, at such time and place as the Board of Directors shall order.

Section 2. The meeting shall be com-

posed of delegates chosen annually by stockholders in the several locals on the basis set forth in Article III, Section 11. Delegates chosen in locals for the purpose of electing directors shall also represent those locals in the meeting of delegates.

Section 3. The officers of the Cooperative shall serve *ex-officio* as officers of the meeting, and the stockholders, officers and directors shall have the privilege of the floor at all meetings of the delegates, but shall not be entitled to vote except when chosen as a delegate and ~~except that~~ the presiding officer shall cast the deciding vote in case the votes of delegates are evenly divided.

Section 4. Special meetings of the delegates may be called by the President or the Board of Directors, and shall be called by the President upon written request of ten per cent (10%) of the delegates. The time and place shall be designated by the Board of Directors or President, respectively.

Section 5. Notice of annual or special meetings shall be given to the delegates, either by mail or in the official publication of the Cooperative, at least seven days prior to such meeting.

Section 6. The delegates shall have the power to act on any matter coming before the meeting thereof, and to instruct or advise the Board of Directors on any matter coming before such meeting.

Section 7. The delegates shall, when they deem it advisable, fix or change the rate of commissions to be paid to the Cooperative under the terms of all producers' marketing agreements with the Cooperative.

Section 8. The regularly elected delegates shall also serve as delegates of the district meeting in their respective districts, and shall represent the members of the local from which they were elected in all meetings and conferences called by the Board of Directors for the purpose of considering the policies and practices to be adopted by the Board of Directors in the respective districts.

ARTICLE VI

Duties of Directors

Section 1. The Board of Directors shall have general supervision and control of the business and the affairs of the Cooperative, shall exercise the powers granted by law to the Cooperative, and shall make all rules and regulations for the management of the business and the guidance of the officers, employees and agents of the Cooperative, provided that the actions of the Board shall not be inconsistent with law or with these by-laws. The Board of Directors is authorized to adopt rules and regulations relative to the production, testing, grading, delivering, hauling, advertising and marketing of milk, cream or dairy products sold to or through the Cooperative. They shall have installed an accounting system which shall be adequate to the requirements of the business, and it shall be their duty to require proper records to be kept of all business transactions.

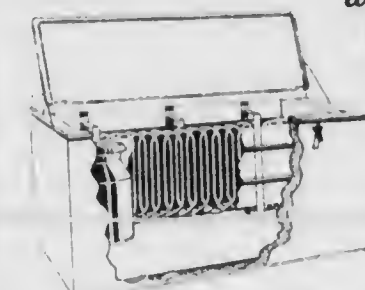
Section 2. The Board of Directors shall have power to borrow money necessary to the conduct of its operations, and to issue notes, bonds, and other evidences of indebtedness therefor, and to give security in the form of mortgage or otherwise for the payment thereof.

Section 3. The Board of Directors shall have power to employ or to authorize the employment of a manager and such other employees as may be deemed necessary, and to fix their compensation. The manager shall have charge of the business of the Cooperative under the direction of the Board of Directors. No director shall serve as manager.

Section 4. The Board of Directors shall require the manager and all other officers, agents, and employees charged by the Cooperative with responsibility for the custody of any of its funds to give adequate

Better Milk, Higher Prices at Lower Cost

with this NEW COOLING COIL



Open view of Wilson Cabinet showing Verti-Coil installation

NEW Wilson "Verti-Coil" installed in the back of cabinet, gives more room, cools milk faster and more thoroughly than any other coil on market. Unlike old-fashioned



New Wilson Rapid-Cooler Agitator

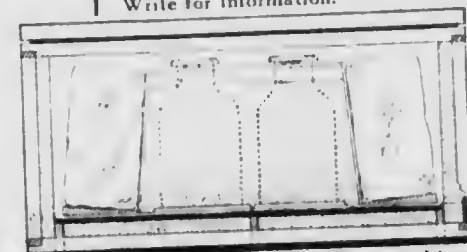
horizontal coils, the revolutionary "Verti-Coil", by its special construction, induces water circulation, cools all the water more evenly, saves you time and money. Can be installed in any cabinet and can be used with any compressor unit. Write today for all the facts and also find out about the sensational new Wilson "Rapid-Cooler Agitator" which cools milk from 93 to 50 degrees in 45 minutes at but 1¢ an hour.

DEALERS: It pays to sell a milk cooler with real, superior features. Write for proposition.

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Interior view of Wilson Dry Storage Cabinet

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a chairman. The President of the Cooperative shall not serve as chairman of the executive committee. The executive committee may meet at stated times, or on call by the chairman. Upon request from two or more members of the committee the chairman shall call a meeting of the committee. During the interval between the meetings of the Board of Directors, they shall advise with and aid the officers of the Cooperative in all matters concerning its interests and the management of its business. To the extent provided in any resolution of the Board of Directors, the executive committee shall have and exercise the authority of the Board of Directors in the management of the business of the Cooperative. Vacancies in the membership of the committee shall be filled by the Board of Directors at a regular meeting or at a special meeting called for that purpose.

Section 2. The executive committee shall keep regular minutes of its proceedings and report the same to the Board of Directors.

ARTICLE VIII

Duties of Officers

Section 1. The President shall (1) preside over all meetings of the delegates (except when they meet in districts and locals) and of the Board of Directors, (2) call special meetings of the Cooperative and of the Board of Directors, (3) perform all acts and duties usually performed by an executive and presiding officer, and (4) sign all stock certificates and such other papers of the Cooperative as he may be authorized or directed to sign by the Board of Directors, provided, the Board of Directors may authorize any person or persons to sign any or all checks, contracts, and other instruments in writing on behalf of the Cooperative. The President shall

ARTICLE VII

Executive Committee

Section 1. The Board of Directors shall elect annually an executive committee of seven (7) directors, one of whom shall be the President of the Cooperative. The executive committee shall organize as soon as feasible after their election, appointing

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large or small teats, do not over-
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are sterilized, medicated, saturated
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MILK PRODUCERS REVIEW

perform such other duties as may be prescribed by the Board of Directors.

Section 2. In the absence or disability of the President, the Vice-President shall perform the duties of the President; provided, however, that in case of death, resignation, or disability of the President, the Board of Directors may declare the office vacant and elect his successor.

Section 3. The Secretary shall keep a complete record of all meetings of the Cooperative and of the Board of Directors and shall have general charge and supervision of the books and records of the Cooperative. He shall sign all stock certificates with the President and such other papers pertaining to the Cooperative as he may be authorized or directed to do by the Board of Directors. He shall serve all notices required by law and by these by-laws and shall make a full report of all matters and business pertaining to his office to the stockholders at the annual meeting. He shall keep the corporate seal and the stock records of the Cooperative, complete and countersign all certificates issued, and affix said corporate seal to all papers requiring seal. He shall keep a proper stock record, showing the name and address of each stockholder of the Cooperative, and date of issuance, surrender, cancellation, or forfeiture. He shall act as secretary of the executive committee. He shall make all reports required by law and shall perform such other duties as may be required of him by the Cooperative or the Board of Directors. Upon the election of his successor, the Secretary shall turn over to him all books and other property belonging to the Cooperative that he may have in his possession.

Section 4. The Board of Directors may appoint assistant secretaries in its discretion and may delegate to them any or all of the duties of the Secretary hereunder and they shall perform such other duties as may be prescribed by the Board of Directors.

Section 5. The Treasurer shall perform such duties with respect to the finances of the Cooperative as may be prescribed by the Board of Directors. The Board of Directors may appoint an assistant treasurer, who shall perform such duties as the Board shall prescribe.

ARTICLE IX Locals

Section 1. No local shall have less than twenty-five (25) stockholders, and voting at locals shall be only by stockholders assigned to that local.

Section 2. It shall be the duty of every local to care for and have charge of the local interests of its stockholders and to carry out within its territory any work assigned to it by the Cooperative.

Section 3. Every local shall hold an annual meeting for the election of officers and shall have such other meetings as its stockholders may decide upon from time to time.

Section 4. The officers of every local shall consist of a president, vice-president, secretary and treasurer (or secretary-treasurer) and such other officers and committees as the local shall determine.

Section 5. It shall be the duty of the officers of every local to report to the Secretary of the Cooperative the names of officers and delegates elected within three days after such election, to make such reports to the Cooperative as may be required and to perform such other duties as are delegated to them from time to time by the Board of Directors of the Cooperative.

Section 6. The President and Secretary of the Cooperative shall issue a certificate to each local approved by the Board of Directors of the Cooperative and the Secretary shall notify each stockholder the local to which he has been assigned.

Section 7. The Cooperative may allo-

cate funds with which to pay the expenses of the meetings of the locals and such other additional and necessary expenses as may be incurred by such locals. The Cooperative will not be responsible for any debts of the local over and above those which have been first specifically approved by the Board of Directors of the Cooperative.

Section 8. Each local shall adopt a set of rules and regulations, or by-laws, which shall fix the manner and method of holding and conducting its meetings, the manner of electing its officers and the manner generally in which the affairs of the local shall be conducted. Such by-laws or rules and regulations shall be submitted to the Board of Directors of the Cooperative for their approval before being placed in effect.

ARTICLE X Districts

Section 1. A district shall comprise one or more locals of the Cooperative approved by the Board of Directors and combined to make up a territory for the election of a director.

Section 2. It shall be the duty of every district to carry out within that district, any work assigned to it by the Cooperative.

Section 3. Every district shall hold an annual meeting of delegates at least one week prior to the annual meeting of the Cooperative and shall hold such other meetings as its officers may designate. Each meeting shall be held at such place as the officers of the district may designate.

Section 4. The officers of every district shall consist of a president, vice-president, secretary-treasurer, and such other officers and committees as the delegates may determine.

Section 5. It shall be the duty of the officers of every district to report to the Secretary of the Cooperative the names of officers of the district and of the director elected therein within three days after such election, to make such other reports to the Cooperative as may be required and to perform such other duties as are delegated to them from time to time by the Board of Directors.

Section 6. The President and Secretary of the Cooperative shall issue a certificate to each district approved by the Board of Directors of the Cooperative and shall notify the officers of each local, the district to which that local is assigned.

Section 7. The Cooperative may allocate funds with which to pay the expenses of meetings of districts. The Cooperative will not be responsible for any debts of the district over and above those which have been first specifically approved by the Board of Directors of the Cooperative.

Section 8. Each district shall adopt a set of rules and regulations, or by-laws, which shall fix the manner and method of holding and conducting its meetings, the manner of electing its officers and the manner generally in which the affairs of the district shall be conducted. Such by-laws or rules and regulations shall be submitted to the Board of Directors of the Cooperative for their approval before being placed in effect.

ARTICLE XI

Miscellaneous Provisions

Section 1. The Articles of Incorporation, by-laws, and producer's marketing agreement shall be printed in pamphlet form and a copy thereof shall be delivered to each stockholder.

Section 2. The seal of the Cooperative shall contain these words and figures: "Inter-State Milk Producers' Cooperative, Incorporated 1936" in circular form.

Section 3. The fiscal year of the Cooperative shall end on August 31 of each year.

Section 4. The Board of Directors of the Cooperative shall set aside ten per cent (10%) of the total net earnings or savings

of the Cooperative annually for a reserve fund until the reserve fund shall be equal to at least thirty per cent (30%) of the paid up capital stock. The Board of Directors may increase this annual percentage if deemed necessary and advisable to carry out effectively the business being conducted by the Cooperative, provided, however, by the excess so set aside in the reserve fund shall be accumulated and maintained to meet capital expenditures of the Cooperative.

Section 5. The net savings of the Cooperative shall be allocated annually on the books of the cooperative on a patronage basis so that in the event of the dissolution of this Cooperative or in the event that the Board of Directors determine to return a portion of the savings to the patrons of the Cooperative, it will be possible to do so. No dividends shall be paid on common stock, but all savings of the Cooperative shall at such times as the Board of Directors shall direct, be returned to producer patrons, both stockholders and non-stockholders, at an equal rate, on a basis of the quantity of products furnished by them. Patronage refunds may be credited to the accounts of non-stockholders toward the purchase of the capital stock in the Cooperative.

The Board of Directors may authorize the issuance from time to time of interest or non-interest bearing certificates of indebtedness indicating the interest which each patron has in the savings of the Cooperative. Such certificates shall have no maturity date and shall be payable only at the discretion of the Board of Directors.

Section 6. The Cooperative shall have the right to do business with non-stockholders, but shall not in any year do more business (measured by value, not quantity) for non-stockholders than it does during the corresponding period for stockholders.

Section 7. The Cooperative may cooperate with any other association or corporation, whether formed under this act or otherwise, for the purpose of promoting the objects for which it was incorporated, or the objects for which any other similar association was formed. The Cooperative may, upon resolution adopted by the Board of Directors, enter into all necessary and proper contracts and agreements, and make all necessary and proper stipulations, agreements, contracts, and arrangements with any other cooperative corporation, association or associations, formed under the provisions of this act or otherwise, for the cooperative and more economical carrying on of its business, or any part or parts thereof.

Section 8. Where persons with religious scruples against written contracts desire to become stockholders and enter producers' marketing agreements with the Cooperative, such contracts may be oral and the stock carried on the books of the Cooperative and held in its treasury with the same effect as if issued to such persons.

ARTICLE XII Amendments

These by-laws may be altered or amended at any meeting of directors, delegates, or stockholders, by a majority vote of each body respectively, provided that at least ten (10) days' notice of intention to act upon any such amendment has been given to each director or delegate in the respective case, and to each stockholder in any case, individually, by mail or in the official publication of the Cooperative.

No man is a complete failure as long as he retains faith that he will one day succeed.

Tell the advertisers that you saw their advertisements in the MILK PRODUCERS REVIEW.

Most Important Crop

(Continued from page 9)

to take home. I told them of how butter has a flavor all its own, and of how it is the only food fat which contains liberal amounts of the vitamin necessary for the best growth of children.

At this stage a rather flabby, dark-browed boy spoke up. "Yes, but my Pa says it costs too much an' we aren't city folks." Poor little kid, he had never been told that you get more for your money in butter than in any other food fat and he did not understand that these fine things—milk and butter—were the rightful heritage of the farm folks who produced them. Some day he would resent being made to care for the cows which produced the cream that he seldom tasted, and he would leave the farm of his parents and go to the city, where, he has been led to believe, everybody gets rich. Poor little kid, if we can only help him to a happier and healthier understanding, he will never want to go to the city, except for what he can bring back.

I told them of how butter is the only food fat which contains the vitamin, in liberal amounts, which builds resistance to disease and colds, and of how it would help make them strong.

As the last child passed out of the room, I turned to the older girls who had been assisting me, and who had learned of the Happiness and Pleasure and Love of Living in a REALLY Cooperative Community, where folks tried to understand each other's failures and success, and I repeated a part of the "Home Bureau Creed", by Ruby Green Smith:

"To maintain the highest ideals of home life; to count children the most important of crops; to so mother them that their bodies may be sound, their minds clear, their spirits happy, and their characters generous."

Quality First

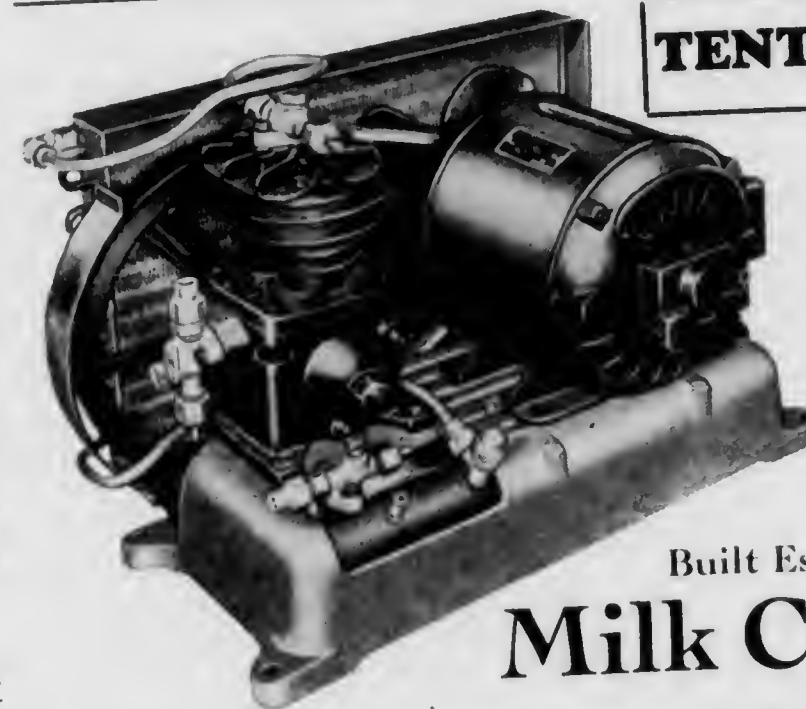


Eliminate costly milk rejections this summer by installing a dependable milk cooler now. In choosing this equipment protect your own interest by insisting upon a Victor Cabinet—the quality built cooler—and be sure of getting the best.

A postal card will bring further particulars without obligation so why not write us today.

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Thoroughly tested on the most successful dairy farms in this section.

Built Especially for Milk Cooling

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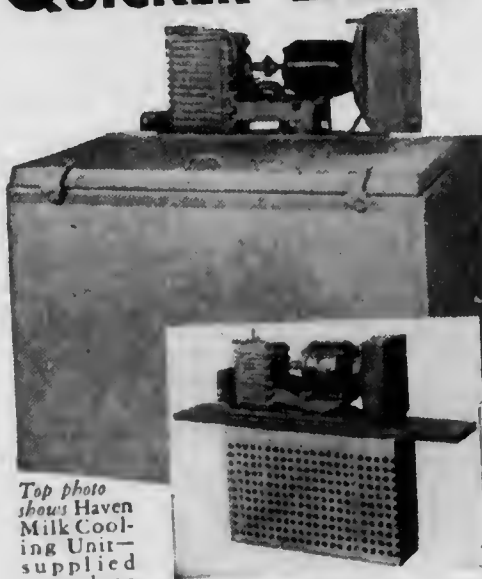
Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. (Members of Inter-State 4 cents a word, \$0.80 minimum.) Each initial and abbreviation counts as one word. Cash with order.

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ELECTRIFIED FENCES reduce costs 80%. Operate on battery or power current. Information free. ONE-WIRE FENCE CO. B-22, Whitewater, Wis.

HAVEN COOLS Milk CHEAPER QUICKER—EASIER



Top photo shows Haven Milk Cooling Unit—ready for use in your own insulated concrete or steel tanks—electric or gas engine power. Lower photo shows Haven Unit—supplied complete with insulated steel cabinet, sizes 1 to 16 cans.

10 QUICK FACTS

1. Exclusive patented device eliminates troublesome expansion valve.
2. Builds and maintains large cake of ice.
3. Factory charged and adjusted—ready for operation.
4. Few wearing parts—longer life.
5. Direct Drive—no belts.
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8. Low initial and operating cost.
9. No more milk rejection.
10. Eliminates costly and troublesome handling of ice.

Send coupon or write for "Easy Terms" offer! DON'T fill your ice house until you learn about the Haven system of milk cooling—write today.

DEALERS WANTED! The rapidly growing interest in milk cooling makes the Haven Milk Cooler a fast seller to farmers. We have good territory open for live dealers.

THE HAVEN COMPANY

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Dept. 6852, 3104 Boas St., Harrisburg, Pa.

Mail Coupon for Full Information

MR. J. P. HEEFNER, Penna. Rep.,
Dept. 6852, 3104 Boas St., Harrisburg, Pa.

Please send me without obligation complete information on Haven Milk Cooling Units and your Easy Terms offer.

Number of Cans cooled, night.....morning.....

Type of Power.....

Name.....

Address.....

Production Increasing

MORE MILK is coming in now than at any time since early last fall. It is believed in most quarters that production will reach the highest point in years during the next three months, a natural swing from the low production of November and December. If this develops it appears that percentages of sales in Class I will drop to about 60% of total deliveries, with some dealers lower and a few somewhat higher. This local condition is typical of production prospects in most of the dairy areas.

The drop of 10 cents per hundred pounds on direct shipped milk has caused considerable discussion. The opinion seems to prevail that the reduction was not in order in the face of rising costs of production. A drop in New Jersey of 12 cents per 100 pounds at the farm was made effective on March 1 under a control board order. Reactions to this cut have not been received but it appears that the same principles will apply as in Pennsylvania. It does bring the New Jersey price a little more nearly in line with the Pennsylvania price.

Cream receipts at Philadelphia continue to show about two-thirds of the cream coming from beyond the milk shed. Receipts in February totalled 13,734 cans (40 qt.) of 40 percent cream, a slight increase over a year ago but with one more business day. Wisconsin supplied 3,123 cans of this cream, with Pennsylvania, Ohio, Indiana, Maryland and Michigan the remainder. Cream prices maintained a high level throughout the month, the severe weather hindering transportation and also holding down production to some extent.

Butter production has shown a slight increase as compared to 1935 but may still be considered as below normal. The storage situation is improving with more butter going into storage since about February 27 than is being withdrawn. This change occurred at the same time as the price recently broke from about 38 cents to 34 and 35 cents at New York.

The price of 92-score butter reached a 63-month high on February 19 when it was quoted at 39 1/4 cents a pound at New York. The February average was also a new high with 36.87 cents, passing the February, 1935, figure by two-thirds of a cent.

Cheese prices have ranged downward from their unusually high point in early winter. They are now in line with butter and the change has slackened the tendency to shift from butter manufacture to

cheese manufacture. Wisconsin cheese production in January was 48 percent higher than a year earlier and the national output was 34 percent greater.

January production of butter was only 1.84 percent greater than in January of 1935.

The import situation was not as alarming as a year ago in spite of slightly higher average prices. This is accounted for by the higher prices in other countries, making a 35 to 36 cent price at New York necessary to make expenses, as compared to selling in London. Total imports in February were estimated at approximately 914,648 pounds compared to a probable production in excess of 110,000,000 pounds.

Prices Paid Producers On Other Markets

Class I price, 3.5% milk for February, Weighted Average price for December (D) or January (J). All prices f.o.b. city except New York price applies to 201-210 mile zone and Chicago price to 61-70 mile zone.

Market	Class	Retail Price	Weighted Average Price
Philadelphia	1	\$2.50	\$2.453 D
Pittsburgh	1	2.38	1.95 D
Wheeling	1	2.125	1.89 D
New York City	1	2.445	1.94 J
Indianapolis	1	2.20	1.885 D
Baltimore	1	2.38	?
Washington	1	2.73	?
Detroit	1	2.48	2.10 D
Milwaukee	1	2.05	1.83 J
Chicago	1	2.06	1.954 D
Boston	1	3.29	?
Richmond	1	2.70	2.70 D
St. Paul	1	1.95	1.73 D
St. Louis	1	2.10	1.87 D
Akron	1	2.10	1.94 D
Portland, Ore.	1	2.048	1.687 J

* \$2.94 price, February 1-8.

When writing to REVIEW advertisers mention that you saw their advertisement in the INTER-STATE MILK PRODUCERS' REVIEW.

FEBRUARY, 1936, BUTTER PRICES			
Date	92-Score	Solid Pack	Chicago
1	36 1/4	36	34 1/2
2	37	36	35
3	37 1/2	36 1/2	35
4	37 1/2	36 1/2	35
5	37 1/2	36 1/2	35
6	37 1/2	36 1/2	35 1/4
7	37 1/2	36 1/2	35 1/2
8	37 1/2	36 1/2	35 1/2
9	37 1/2	36 1/2	35 1/2
10	37 1/2	36 1/2	36
11	37 1/2	36 1/2	36
12	38 1/4	37 1/2	36 1/4
13	39	38	36 1/4
14	39 1/2	39	36 1/4
15	39 1/2	39 1/2	37
16	39 1/2	39 1/2	37
17	39 1/2	39 1/2	37
18	39 1/2	39 1/2	37
19	40 1/4	39 1/4	37
20	40	39	36 1/4
21	39	38	35 1/2
22	37	36	35 1/2
23	36 1/4	35 1/4	35
24	36 1/4	35 1/4	35
25	36 1/4	35 1/4	35
26	36 1/4	35 1/4	35 1/4
27	36 1/4	35 1/4	35 1/4
28	36 1/4	35 1/4	35 1/4
29	36	35	35 1/4
Average	37.83	36.87	35.63
Jan., '36	35.38	34.57	33.60
Feb., '35	37.20	36.20	34.98

(Continued from page 7)

Only the delegates may vote but the directors, officers and all other members may have the privilege of the floor.

How many will there be on the Board of Directors of the Cooperative?

The Articles of Incorporation provide for 27 directors to hold office until the first annual meeting. Thereafter the size of the Board of Directors will be determined by the number of districts established with one director to each district. The by-laws state that there shall be not more than 27 directors.

How large will each district be? There is no set rule except that they must be kept approximately on a parity as to number of members. How long will be the term of directors?

The term of the directors will be for three years. At the first annual election the number of directors will be divided, as nearly as possible, into three equal groups, one group to be elected for one year, one group for two years and the third group for three years.

Will it be possible for a member to get out of the new organization after he has been signed up as a member?

Any member can apply for cancellation of his marketing agreement between the first and fifteenth days of February each year, this cancellation to be effective on the first day of the following April.

Can the Cooperative cancel such a contract?

Yes, under the same conditions as the member.

Can the Cooperative redeem the stock (membership) of a member?

This can be done if the member fails to market his product through the Cooperative for a period of 12 months.

Is it permissible for a member to sell his stock in the Cooperative?

A sale of stock in the Cooperative will be valid only with the written permission of the Cooperative. The Cooperative must redeem such stock at par value if it refuses to approve the sale.

Will dividends be paid on the stock? This is not probable. If dividends are paid it would be more satisfactory to pay patronage dividends, that is, according to amount of business the member does with the Cooperative.

Will there be any funds spent locally?

The by-laws provide that funds may be allocated to each local and each district for carrying on the work of those units. A limit may be placed upon the responsibility of the Cooperative for expenditures of locals or districts.

Hot air never filled an envelope.

Opening A NEW ROAD



to Better Feed Service

MANY of the commercial rations on the market at the time we started making feeds in 1918 were formulated as an outlet for by-products. Our idea of a feed service was different. So we decided to depart from what had been done and open a new road.

Our conception of a feed service was to use only quality ingredients with a proved feeding value. Then to blend these ingredients according to the latest scientific research and practical experience.

This idea has won respect with thousands of Dairymen in the Northeast. They have discovered that maximum results come from the use of our feeds. And that in the long run they are the cheapest feeds to use.

Investigate the Following Feeds. See Your Local Beacon Dealer.

- Beacon Dairy Rations—are outstanding milk producers. Let us help you select that ration which best supplements the roughage conditions on your farm.
- Beacon Calf Pellets—a milk substitute in pellet form. Simplifies the raising of calves. Saves labor, time and money. Sanitary—easy to feed. No muss or fuss in mixing mashies. Practically eliminates scours.

See your local Beacon Dealer for further details or write for Free Booklet entitled, "Better Calves."

THE BEACON MILLING CO., INC.
Cayuga, New York

BEACON Feeds

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of January, 1936:

	NO.
Butterfat Tests.....	6143
Plants Investigated (first half Jan.).....	18
(second half Jan.).....	18
Calls on Members.....	349
Quality Improvement Calls.....	18
Herb Samples Tested.....	273
Membership Solicitation Calls.....	60
New Members Signed.....	15
Cows Signed.....	68
Transfers of Membership.....	8
Educational Meetings.....	21
Attendance.....	1603
Brom-Thymol Tests.....	36
Local Meetings.....	4
Attendance.....	180
Microscopic Tests.....	11

Yes! We

have solved printing problems for others.

What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

Basic-Surplus Plan In Other Markets

This is the second of a series of articles on how the basic-surplus (also called base allotment and the norm and excess) plan is handled in other important markets. A summary of the plan used in the Detroit market appeared in the February issue. The Washington, D. C., market's plan is discussed herewith.

Watch these discussions, study the plans. We want you to understand how the variations of the plan operates in other places so that when the question comes up here again all producers will be better able to express themselves.

Basic allotments for 1936 as used in the Washington, D. C., market are established at 75 percent of each producer's production during October, November and December, 1935, or his former base, whichever is the larger—but in no case is the base to be increased more than 25 percent. This applies to producers who had established a base prior to the fall of 1934.

New producers who established a base in 1934 are allowed 65 percent of their 1935 fall production and new producers who established a base for the first time in 1935 are allowed 50 percent of their October, November and December production.

Rules for forming the base are announced after the base forming period is past, except that new producers who are about to establish their first base are informed in advance.

It has been customary to use the same base-forming months each year but to apply different rules to the manner of using production figures of those months.

As used in the Washington market limits are placed upon the maximum base obtainable according to the number of stalls in the barn or by comparison with production of the previous fall, special rules applying to unreasonable increases.

An adjustment committee of three producers, one of whom is from the Board of Directors, makes adjustments when, because of unusual circumstances, abnormally low production occurs during the base-forming months. Adjustments are made also when base, herd, or farm changes hands and circumstances indicate need for an adjustment.

"Why, dad, this is roast beef!" exclaimed Willie at dinner one evening, when a guest of honor was present.

"Of course," said his father, "what of that?"

"Why, you told mother this morning that you were going to bring an old muttonhead home for dinner this evening!"



FREE BOOK—Competent veterinary advice on what to do when cows are ill. Chapters on Gorging, Bloat, Choke, Winter Cholera, Lousiness, Constipation, Drenching, Impaction, Slow Breeding, Abortion, Retained Afterbirth, Difficult Calving, Milk Fever, Mastitis, Garget, Troubles of Udder and Teats—and numerous other cow topics. 32 pages—handsomely illustrated.

Right now you can point your cows toward a profitable milk-crop for the balance of the barn-feeding season. For weeks past heavy, hard-to-digest diet has replaced green feeds, fresh air and sunlight. The pace is certain to tell, on cows not at the peak of condition. Feed only partly turned into milk means loss. Off-feed cows are easy prey for costly disease.

Kow-Kare is a balanced medicinal formula of Iron, the great blood tonic, plus Iodine and botanical drugs that promote vigor in the generative and digestive organs. Added to the winter feed, it aids your cows to convert the rich proteins, minerals and vitamins into more milk, greater bodily resistance, easier and safer calving. The cost of this medicinal supplement, compared with the proven benefits, is amazingly light. It is poor economy to pay good money for winter dairy feeds and then assume your cow's ability to maintain top milk-flow and keep healthy as on summer diet and outdoor life.

Extra Important at CALVING

To help cows build up a health reserve for freshening time is plain common sense. Kow-Kare with the feed for several weeks before and after calving saves many worries and costly ills. Try the program once and you will never again allow a cow to freshen without this conditioning aid. Kow-Kare is sold by drug, feed and general stores—\$1.25 and 65c sizes. Mailed direct if dealer is not supplied.

Dairy Association Co., Inc.
Dept. Lyndonville, Vt.

Give KOW-KARE with the feed



INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XVI

West Chester, Pa., and

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N. Y. State College of Agriculture
Ithaca, N. Y.

No. 12

Farmers Want It—Some Dealers Do Not

THE PRODUCER'S Marketing Agreement and the By-Laws of the new Inter-State Milk Producers' Cooperative have won the hearty approval of at least 90 percent of the producers to whom it has been presented. It is very plain that the farmers want this new set-up.

There has been some resistance from the dealers to the new marketing agreement. Those dealers do not realize yet—and unfortunately some of them may not realize exactly what is needed in this market. The proposed new set-up will not only help the farmers but will also help, directly or indirectly, every dealer except a few of the disturbing minority.

It will help the dealers as well as producers because it will lend stability to the entire market. It will do this by handling any surplus that might demoralize the market; by making it difficult to under-pay farmers and, therefore, to undersell dealers who do pay the price; by promoting economies; by keeping all groups—producers, distributors and consumers informed of vital facts; and in numerous other ways.

Should any dealer object to the new producer's contract, to the by-laws of the Cooperative, or to the right of farmers to work together we hope he will use only fair methods of setting forth his objections. The dairy industry in Philadelphia has received too much notoriety—much of it undeserved—to risk any further ill-will from the public.

I am sure the farmers of the Philadelphia milk shed will not tolerate unfair tactics from the dealers or from any of their fellow producers in this organization campaign. Threats will cause an unpleasant reaction from the public. Unfair, untrue, or absurd statements about the new Cooperative, its contract or its by-laws will be found out and will be looked upon as a means of discouraging farmers from joining.

Every producer is urged to keep in mind if told that the contract might handicap him, if told to look out for this or that new

feature, or if told that this or that might be done—that this is YOUR organization. In other words, should the directors make mistakes you have two means of redress—you may instruct your directors or elect new ones; or, failing in that, you may withdraw from the Cooperative, effective the next April.

This means that the directors, officers and employees must render service and perform a job that is fair and satisfactory to the great majority of producers. They will use many of the powers contained in this marketing agreement only when the need arises—but when that time comes they will have power to act.

As I see it, the reaction to any unfair methods of opposing this set-up can and must have two unmistakable results:

1. It will have the helpful result of arousing the farmers to join by demonstrating to them that this new Cooperative is a farmers' organization—of the farmers—by the farmers—and for the farmers.

2. It will have the negative result of causing a certain amount of unnecessary and regrettable ill-will—a strained and tense feeling that may require two or three years or longer to overcome.

I am sorry to report that such feeling has been aroused in certain sections, that a certain amount of ill-will has already developed. This can do no good and is likely to do considerable harm.

As far as I am personally concerned I see no course open for the farmers in the Philadelphia milk shed except to go straight down the pike and put this organization over. We must convince the entire public that the Inter-State Milk Producers' Cooperative is a farmers' organization that stands for a fair deal and a square deal for farmers, consumers and distributors—that it is our own organization.

E. J. Rantabach

Balanced Production Economies

REAL AND VITAL savings in the cost of handling milk are possible in markets which show a relatively uniform production throughout the year as compared to markets with sharp seasonal fluctuations. This was revealed through a study of the Philadelphia, New York, and St. Louis markets made recently by Wayne Caskey of the University of Illinois.

Some of the advantages of uniform production as were observed in the Philadelphia market were decidedly pronounced. Special attention was called to the influence of the basic-surplus plan in leveling out production in the Philadelphia milk shed.

Highpoints in this study reveal that:

"The use of a basic-surplus plan for paying producers in the Philadelphia milk shed from 1919 to 1926 resulted in substantially narrowing the seasonal production in this area.

"The New York milk shed could be reduced from a radius of 580 miles to 400 miles and still supply the market demand for whole milk, cream and condensed milk, if seasonal milk production in New York were adjusted to a Philadelphia seasonal production.

"A high seasonal surplus lowers the average price to producers since the market values of the manufactured products which absorb this surplus usually are not sufficiently high to pay premiums for high-quality milk.

"A wide seasonal production of milk results in the use of more trucks hauling the product than are necessary when the same volume is produced uniformly throughout the year.

"A wide seasonal production of milk results in higher unit costs of country plant operations than a narrow seasonal production, since with a given capacity, total operating costs are about the same throughout the year."

This report shows that the New York milk shed could be reduced substantially in size with more uniform production. It states, "In the New York milk shed in 1925 approved milk production varied from 72 to 144 percent of the average volume for the year, or a total range of 72. In 1927 it varied from 72 to 146 percent or a total range of 74. In contrast, production in the Philadelphia milk shed in 1925 varied from 92 to 115 percent of the average volume for the year, or a total range of 23 percent. This narrow seasonal production in the Philadelphia milk shed resulted from the use of a basic-surplus plan for paying producers in this milk shed.

Citing the wide seasonal variations in production in the St. Louis shed it reports that, "A total of 58 fewer trucks or about one out of four trucks would no longer be needed if the practical seasonal truck capacity were attained." It was found that one-fourth of the trucks were averaging only 1061 pounds of milk daily while if production were reasonably uniform they could have averaged 1,698 pounds. The average of all trucks could have been increased by 410 pounds if production were more uniform.

Because a milk plant or receiving station must be equipped to handle its peak load regardless of volume handled other times, similar savings are possible in the operation of receiving stations, according to Mr. Caskey's report.

Fertilize Pasture Sods

Dairy farmers who have adopted pasture management systems report a great saving in purchased feed and many other dairymen are planning to take definite steps to improve their pastures this year, finds Dr. Howard B. Sprague, agronomist at the New Jersey College of Agriculture, Rutgers University.

"Increased yields of herbage on pastures was accompanied by improved quality of grazing and barn feeding has been largely eliminated for six months of the year," Dr. Sprague says. "Practically all pastures in New Jersey are in need of lime and additional plant food. Young grass is rich in protein and minerals and the continued removal of such plant growth by grazing animals has gradually depleted the soil fertility except where suitable treatment has corrected the condition. Applications of lime and manure have given excellent returns on a wide variety of soils.

"Lime is one of the most important soil improving materials, since full benefits are not obtained from either manure or fertilizers without it. Lime is slow in action and should be applied some time in advance of commercial fertilizers. Winter and early spring are favorable seasons for this treatment since freezing and thawing of the soil aids in the penetration of the material. The quantity of lime required varies with the soil type. However, addition of one ton of finely ground limestone, or two-thirds of a ton of hydrated lime, per acre may prove sufficient on more acid soil types, while smaller amounts have been profitable on less acid soils.

"Eight to 10 tons of manure per acre, applied in winter or early spring, is an excellent treatment to accompany liming. In case fresh manure is used, it may be desirable to cut the manured fields for early hay about June 1 and pasture them

thereafter. Such hay is of high quality, and the succeeding growth provides valuable grazing in July and August.

"A single application of lime and manure, applied in early spring of one year, increased yields of herbage 31 to 47 percent for the three following seasons in actual experiments conducted on three widely different soil types in the State. Fields which are limed in 1936 may be expected to show excellent response to phosphate and potash applications made next fall or early spring. Liming well in advance of mineral fertilization is the most satisfactory type of treatment on certain soils which tend to fix phosphorus in an unavailable form. After lime has penetrated the soil, normal response to other fertilizers is then possible."

More Hogs for Market

Hog slaughter will probably increase 30 to 35 percent between now and next September as compared with the corresponding period a year ago, according to the Bureau of Agricultural Economics. Most of the increase is expected after May 1 when marketings of fall farrowed pigs will get under way in large volume.

Demand for pork products may increase somewhat but not enough, the bureau believes, to offset the increased supply.

In addressing the cow testing association banquet at Kimberton, Samuel W. Tabscott urged support of the Inter-State Milk Producers' Cooperative, stating, "If this project fails, I hate to think of the future of our dairy industry."

Men advance in proportion to their ability to work in harmony with other men.

Our New Marketing Agreement

Why Needed—What It Will Do, and How

By A. H. Lauterbach, General Manager

WHEN APPROACHED nearly a year ago about taking over the management of the Inter-State Milk Producers' Association I was well aware that the organization had been in difficulties for a number of years. I felt convinced that a new set-up was needed if the farmers were to have an organization that would win the support of a large majority of the producers.

After a great deal of consideration I accepted the position of General Manager and immediately, with the aid of other cooperative leaders and the Board of Directors, proceeded to study the set-up of the old organization and the advisability of a new organization. This involved hard work by officers, board members and employees. Other markets and their cooperatives were studied and finally the Board of Directors agreed to a Producers' Marketing Agreement and to By-Laws very similar to those used by other successful cooperatives operating in large markets.

The necessity for this change was discussed with the milk distributors at various times and some of the dealers requested an opportunity to discuss the new set-up before its adoption by the Association. The Board decided, however, that since this is a farmers' organization, they saw no reason why milk distributors should have anything to say as to how the marketing agreement was written or what the by-laws contain.

I feel certain that this action was justified in face of the charges heard so much during recent years that the Association was controlled by milk distributors. The opinion was expressed that if we even as much as consulted the distributors about this marketing agreement that contention would be strengthened.

Since starting our sign-up work, several of the dealers have gone into the field opposing this new set-up. In a few instances producers have reported to us that they were told if they signed this agreement they would have to look for another market for their milk.

Effects of Opposition

This has had two different effects on the farmers. Some were scared by it. In other cases it has caused the development of a fighting spirit in the membership, creating an attitude of defiance traceable directly to this procedure on the part of the distributors.

Up to this time, no great effort has been made to sign the new agreements. Many meetings have been held with local leaders, informing them of the need and the nature of this new set-up so they can discuss it with their neighbors.

Several of the dealers have stated very plainly that they would not buy their milk from a third party. In other words, they do not want a

cooperative they cannot control directly—or indirectly by threats.

We must face the facts! The present Inter-State Association has been going backward for a number of years on account of having a marketing agreement that is not up-to-date. This, no doubt, would mean eventually no organization at all or many small ones competing with each other.

The Agreement Discussed

Let us discuss this new Marketing Agreement!

Paragraph 1. This paragraph discusses capital stock. No one can be a member of the organization unless he is a producer, and no one can have more than one share of stock which means that each member will have one vote. There will be no proxy voting.

Paragraph 2. The producer consigns his milk to the cooperative except such portion of it which he may use for home consumption. With the consent of the Board of Directors he may also sell a portion of his milk in other manners such as direct to neighbors.

Paragraph 3. The producer agrees to deliver his milk to such places as the Board of Directors may designate. This paragraph is especially opposed by some dealers because they say it gives the cooperative power to take care of transportation. This does not mean that the cooperative intends to go into the business of transporting milk, but that it will have something to say about it should the members request it. This, however, is something that must be left to each community. Right now, some of the members of the Inter-State Milk Producers' Association are making arrangements to do their own hauling. In other places the dealers take care of

all of it. It is not our desire to upset the present procedure but we do want to be in position to do for our members in any locality, what they think will be most economical. We must keep in mind at the same time that we must cooperate with the milk distributor and be fair with him because he is our buyer and cannot be ignored in making changes in the transportation of milk or in exercising any other power contained in this agreement.

Paragraph 4. The producer here agrees to give his milk such sanitary care as is required in the market to which his milk is shipped. This is no different than what must be done today and again must be satisfactory to the buyer.

Paragraph 5. This binds the cooperative to dispose of the milk and cream to the best advantage of the producer. This again does not mean that the present method of selling milk to our distributors will be changed. Some of the distributors, as I said before, have made the statement that they would not buy their milk from a third party. As I see it, this is what they have been doing for years as the Association has been bargaining with the dealers for prices up to the time of milk control legislation and after that the Association has taken a very active part in working with the milk control boards and the federal government in arriving at rules and regulations that have been laid down.

A Vital Paragraph

Paragraph 6. This paragraph gives the Cooperative an opportunity to do almost anything that the producers may want it to do and this is the one paragraph to which the dealers seem to have a great deal of objection. It is our intention, eventually, to cover not only the Philadelphia Milk Shed but also the secondary markets. The cooperative is given power to adopt different plans in different markets. For instance: Philadelphia may want to continue to operate under the present plan but Wilmington may want a different set-up. One market may want a market pool and another an individual dealer pool. Some markets may want a base-surplus plan and another may

(Please turn to page 6)

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Cooperative Community Department

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Milk!!!

**The Food
For All Ages
USE IT LIBERALLY**

Thinking Together

Perhaps the most encouraging feature of the program of the newly organized Inter-State Milk Producers' Cooperative is the almost unanimous approval given it by milk producers, both within and without the old Association. Opposition from farmers has been practically nil.

This is true regardless of past affiliations or previous attitudes toward the organization. The new set-up, it is felt, is just what the producers need in order to protect their interests in doing business with highly organized distributors.

As a result of this approval on the part of the farm group there is high hope for one strong milk marketing organization in the Philadelphia market. We hope this will materialize as the records of markets with no active cooperative show price chaos and markets with competing cooperatives are almost as bad.

Only those markets with one strong cooperative or where competing cooperatives work together (a rare occurrence) is there a market satisfactory to producers.

We congratulate our level headed milk producers for this sane and sensible attitude.

Favor Increased Funds For Bang's Control

The United States Senate voted by 45 to 18 to increase the appropriations for Bang's disease control from \$11,350,000 to \$18,467,825. This request has been turned down by both the Senate and House appropriations committees and was

passed only after an amendment requesting this increase was introduced by Senator La Follette of Wisconsin. The amendment also provides \$610,000 for control of mastitis.

The National Cooperative Milk Producers' Federation backed this legislation and member associations requested their Senators to vote for it.

Senators from Inter-State territory who voted for it include Barbour and Moore of New Jersey; Davis and Guffy of Pennsylvania; Neely of West Virginia and Townsend of Delaware. Senators Hastings of Delaware and Holt of West Virginia were absent and did not vote.

The bill must now go to conference and is subject to change by the conference committee. Every effort will be made toward keeping the increased appropriation in the final bill.

Control Board Report

A 58-page report covering the work of the New Jersey Milk Control Board from its start on May 24, 1933, to June 30, 1935, has just been published. The report includes a review of conditions which resulted in the formation of the board, some of the accomplishments of the board and a few of the difficulties which it faces.

In California

The milk market in the Los Angeles area is sadly demoralized with several competing cooperatives and a goodly proportion of producers not in any organization. In reporting a meeting where this sad situation was discussed the California Milk News says:

"Banker Peck of Bellflower told the group that he was in the milk business and blazed away with the comment, 'the distributors fight each other in town but when it comes to buying the dairyman's milk the distributors always stand together.' He recommended that the dairymen get behind H. C. Darger and let him have control of 90% of the milk, and that this would get them a price."

Another part of this article headed "Wanted: A Plan" states, "Harry Darger said, 'History shows highest prices are paid to the dairymen when there is the greatest cooperation.'"

Farmer Brown: "What did your son learn at college?"

Farmer Green: "Wal, he hadn't been home a week before he showed me how to open bottles with a half dollar."

A Permanent Loss

We might use a lot of space to tell about the terrible floods which have caused loss of life and a property loss beyond calculation. This has been covered, so far as cities are concerned, in the daily newspapers. Complete reports were impossible.

Circumstances prevented any comprehensive account of the less concentrated losses in rural areas, of the buildings damaged or destroyed, of the clover and winter grain crops washed out, of the livestock that perished. These are all vital matters more important to the well being of the farm family, in many cases, than is the water damage to a store or shop.

Of more far reaching effect is the loss of surface soil—the real farm factory where all agricultural wealth is created. This can never be restored. Eroded soils can be rebuilt only with great effort spread over years of time. In the meantime, crops will be smaller, less livestock feed can be grown, farm income will be curtailed.

Most of this eroded soil has gone to sea to be deposited in mud flats at the mouths of our great rivers. It will never again grow crops nor in any way add to our National wealth. Some of it may have been deposited in lowlands along over-flooded rivers where it is of doubtful value.

Erosion of this kind goes on during every heavy rain, especially on those soil surfaces that are bare, that have no protection in the form of forests, grasses or cover crops. It is at its worst on unprotected slopes. Heavy rains such as we just experienced do their worst damage if they come when frost is still in the ground.

Good farming reduces the loss from erosion because a soil supporting a heavy sod holds water and reduces the speed of run-off water. Likewise, soil rich in humus has a greatly increased water holding capacity. A good dairy farm, properly managed, will suffer minimum losses from erosion.

Cooperative Literature

Copies of "Preventive Medicine for Cooperatives" by former Cooperative Bank Commissioner F. W. Peck are now available. As a companion-piece to his "The Cooperative Way", recently issued, the new publication explains more in detail the measures to be taken to ward off the ills to which cooperatives are subject. Copies of both these booklets may be obtained from the Office of Information, Farm Credit Administration, Washington, D. C.

When writing REVIEW advertisers mention the MILK PRODUCERS' REVIEW.

900 Signed Up

Sign-up work in the new Inter-State Milk Producers' Cooperative is well under way. We are well satisfied with results and are pleased to report that approximately 900 Producer's Marketing Agreements have been signed up to the time of going to press on April 1.

This represents less than three weeks work, much of which time was spent in developing preliminary plans. In addition, floods over much of our territory and almost impassable rural roads over practically the entire milk shed made it impossible for many producers to attend meetings.

We are looking forward to even better results during the forthcoming weeks. Reports of progress will appear in each issue of the REVIEW.

Alfalfa Silage

It may be of interest to know that last fall one dairyman in the county filled one silo with alfalfa from the last cutting. Another silo was filled with corn. The alfalfa was fed twice per day and the corn silage once per day. For a period of almost 6 months, none of the cows have received a single pound of grain. The cows appear to be in good condition, and the owner tells me that the production was equal to that of the previous year from the same cows. This is one of the few cases in which the ensiling of alfalfa has proved successful. The secret of the methods, was that the alfalfa was run through the cutter as soon as it was mown, and that molasses was added at the rate of 75 pounds per ton to make it palatable. (F. S. Bucher, Lancaster county agent, in letter to herd improvement association members.)

Floods and Our Livestock

The following announcement was given by Secretary of Agriculture Henry A. Wallace over Farm and Home Hour on March 20:

"Much has appeared in the papers about the possible after-effects of the floods on the health of people. Nothing has yet appeared, so far as I know, about the possible after-effects of the floods on the health of livestock.

"As yet I have had no opportunity of checking this matter over carefully with our Bureau of Animal Industry but it seems to me probable

that over the flooded areas the health of animals may be endangered in several ways. Their drinking water may be polluted and there may be deposited on the grasses of the lowland pastures substances which may possibly lead either to certain types of digestive or other diseases, parasitic infection or, in a few cases, to certain types of poisoning.

"It would be appreciated if the veterinarians would report to the Secretary of Agriculture (or to Dr. John R. Mohler, Chief of the Bureau of Animal Industry) cases of disease or disturbances in health which they believe trace to the after-effects of the flood."

This Is Cooperation
*When you help another
up the hill, then YOU
reach the top too.*

Dairy Farmers Favor Milk Market Agreements

By a vote of 30 to 6, representative New Jersey dairymen meeting at New Brunswick on March 2 expressed the belief that it will be necessary for dairymen and distributors to set up voluntary milk marketing plans for the milk sheds of New York City and Philadelphia.

Such plans would be established as AAA marketing agreements, which are still legal. This was construed as supporting the expressed contention of the State Milk Control Board that a federal marketing agreement is necessary to control inter-state shipments of milk.

The dairymen met at the invitation of the Rutgers Institute of Rural Economics to discuss problems facing their industry.

Answering the question: "Can milk continue to be considered a public utility, or shall dairy farmers and milk distributors regulate and control the business?", 24 dairymen voted in favor of industry control, and 15 voted for continuing milk as a public utility. Many of those voting for industry control emphasized that such control should be returned to the dealers and farmers gradually.

Thirty-two expressed the opinion that "this is a good time for a young man to buy a dairy farm and start in the dairy business," while nine disagreed. Those voting in the affirmative mentioned numerous reservations, the chief of which were that the prospective dairy farmer should have "a good wife", should buy only "a good farm", and that he should "not go too heavily in debt."

Information On Quality Of Dairy Cows Is Urged

The development of reliable information on the quality of dairy cows for sale would be of material assistance in the marketing of replacements, according to the committee on Dairy herd replacements of Northeastern Dairy Conference.

"The present position of the cow cycle suggests that now may be a good time for producers to give more attention to raising their own replacements," the committee reports. "The need for information on handling replacements is evident. Several studies which should provide information have been started by agricultural colleges in the Northeast."

The committee also reported that plans are being made to develop a regular cattle auction in connection with the new farm market and food terminal at Syracuse, N. Y. "This plan should be watched," the committee says, "since it may be adaptable in other places in the Northeast."

Inter-State Milk Producers' Ass'n

Incorporated
401 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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Our New Marketing Agreement

(Continued from page 3)

want to sell its milk under a utilization plan. The new agreement contains provisions for these powers so they may be used if and when it would be for the best interests of producers to do so.

One of the dealers has made the statement that under Paragraph 6 we could blend the prices of "A" and "B" milk. Again we want to call to your attention that this Cooperative does not want to do anything that is not for the best interests of the producers and it would be folly to blend "A" and "B" milk. As long as there is a demand for an extra quality milk this Cooperative will be obliged to take advantage of that demand and also to assist in building up quality.

Almost all distributors who are opposing our marketing agreement call attention to the lower prices that have been paid by Dairymen's League of New York. We do not hear them say anything about the prices that have been paid in the Washington, Baltimore, and Boston markets which are operating under set-ups very similar to our new plan. The main reason why the Dairymen's League price has been below our price is the immense surplus they are carrying in that market.

Milk Pay Guaranteed

Paragraph 7. In this paragraph the Cooperative guarantees payment for the milk. This will require the establishment of a credit department. There are today many small dealers, in both Philadelphia and the secondary markets, who are not paying the farmers in full. Some are behind in their payments. Such delinquency will disturb any fluid milk market. This difference in cost of their milk enables such dealers to cut prices and disorganize selling plans. Some of the large dealers who are good pay, and probably always will be, are telling the farmers that this is not necessary. It certainly will be a benefit to every producer, regardless of who his dealer is, if no dealer is allowed to get milk unless he pays for it in full.

Paragraph 8. Under this part of the Agreement, the dues are raised from 2¢ to 3¢ and cannot be increased except by the delegates at an annual or special meeting. This additional cent will be used for building up an auditing and statistical department through which we hope to give our producers information they have not been able to get in the past. It is our intention to try to work out a program with our distributors whereby someone will be allowed to audit purchases and

sales in order that we may know that all of our buyers are paying for their milk according to the way it is being used. Part of this additional cent will be used to build up a reserve to take care of bad debts.

Should we be selling milk to any distributors who become irregular in pay we will be able, under Paragraph 8, to collect the money from the distributor, at short intervals if necessary, and then pay the individual producers. No doubt the larger distributors will want to continue to pay their patrons direct and it is not our desire to change that system until conditions warrant it. We do, however, want to be in a position so that, should a distributor tell us he will not deduct membership dues for our Cooperative, we can demand payment in full for the milk.

Just recently several of the distributors have stopped deducting dues from our members and others have threatened to stop if we do not do as they tell us.

To Stabilize Market

Paragraph 9. This gives the Cooperative power to borrow money on products in its possession. This provision was put in for the purpose of being able to take care of any surplus on the market. For instance, there are several small distributors in the Philadelphia market today who would be glad to buy from our organization only as much milk as they need, letting the organization take care of the surplus. With such a program it may be advisable to store a few carloads of cream during the summer if prices are too low, holding it until prices advance. If the producers so desire, the cooperative could store that cream, take warehouse receipts, borrow money on it, and pay the producers the current market price in full. This would help stabilize the market and any profit or loss incurred by such an operation would be taken care of in the reserve fund.

Paragraph 10. This part of the Marketing Agreement gives the Cooperative the right to secure an injunction against any producer who violates the contract. I might also say that under the cooperative laws of the state of Pennsylvania we would have the right to ask an injunction against any dealer who would try to buy the milk direct from a producer under contract.

Paragraph 11. This paragraph states the damages that the producer agrees to pay in case he violates the agreement. Under the contract of the old association the damages were \$5.00 per cow. Our attorney advised us that it would be better

MILK PRODUCERS REVIEW

to make it a stipulated amount so that it would not be necessary to go into court and prove how many cows a farmer did have.

Paragraph 12. In this part of the agreement, the producer agrees to abide by the rules and regulations adopted by the Board of Directors.

Paragraph 13. This paragraph is to the effect that the agreement shall become effective upon written notice of acceptance by the Cooperative. The general opinion of the Board of Directors is that the new Cooperative should not start to operate until such time as we have signed up as many new members as there are now active members in the old Association. Also, these agreements will not be accepted until such time as we have had an opportunity to sit down with the distributor who is now buying the members' milk and enter into a general agreement. Another reason why we do not want to have these agreements become effective immediately is because we doubtless will have producers signing the agreement who are selling to dealers whose financial responsibility might involve unreasonable risk unless we can make special arrangements for security. Such arrangements must be made before the contract is accepted.

Withdrawal Period

Paragraph 14. This paragraph gives either the producer or the Cooperative, an opportunity to cancel the contract once each year, between the first and the fifteenth of February, effective April 1st. The question is quite frequently raised, "Why not give the producer an opportunity to cancel at any time of the year by giving 60 days' notice?" The reason for providing one certain period for cancelling agreements is to give the Cooperative an opportunity to enter into an agreement with the buyer for a full year, knowing definitely the supply that is under contract for that length of time.

Men are disturbed, not by the things that happen, but by the opinions of others about the things that happen.

"Did you ever hear anything so perfectly stunning?" exclaimed the daughter of the house as she turned the radio on to a new jazz tune. "No," replied her father. "The nearest thing I ever heard to it was when a truck loaded with empty milk cans had a collision with another truck that was loaded with live ducks."

April, 1936

Regulated Production

By H. K. MARTIN, Goodville, Pa.

FARMERS are producers. Manufacturers are producers. To regulate production is to produce according to needs and demands for the products. Manufacture is always guided by this simple fundamental principle. The manufacturer produces only such quantities as the market can absorb. Ignoring this principle causes trouble and loss.

Farmers, very generally, ignore this principle. Large crops and surpluses bring about lower prices and reduced incomes. To meet expenses farmers redouble efforts and produce more, adding to the large supplies already produced. Or, in other cases good prices lead to increased production and a flooding of markets. Without regulation high prices are dangerous. Then too, as one group of farmers would cut production for general benefit another group seizes what to them seems an opportunity and for selfish benefit counteract what the first group tried to accomplish. Can farming be placed on a sound basis without some degree of regulation? If industry profits by regulation? Can agriculture do likewise? The answer, no doubt, is affirmative.

Regulation Is Needed

How it can be done is quite a different problem for farming than for manufacture. However, similar principles are involved. To avoid scarcity a certain carry-over is highly desirable. The object of producers is to supply the needs of consumers. But, for illustration, why produce 800 million bushels of wheat if 500 million will supply the needs of consumers? Why grow 150 million pounds of cigar tobacco each year if only 100 million pounds are consumed?

From 1919 to 1933 farm implements dropped 6% in price and 80% in production. The manufacturer controlled his production. During the same years farm products dropped 63% in price and 6% in production. Regardless of the relation between cost of production and selling price the farmer kept on producing.

Feeding the people is the farmers' business, of course, but just as with the manufacturer, so the farmer can not continue to produce at a loss. Then too, regardless of consumers' ability to buy, whenever farmers can not sell all they produce at a fair price they have a surplus. Admitting that under-consumption has been

The columns of the REVIEW are always open to constructive ideas presented by members of the Interstate Milk Producers' Association. The article appearing on this page is written by Horace K. Martin of Goodville, Pa., a prominent Interstate member, and we are glad to carry it in full. We wish to emphasize that the views expressed by Mr. Martin are his own and are not to be considered as expressing the policies of the association.

quite widespread and serious, the producer has the effect of a surplus just as soon as he can not sell his product at a price that he can afford to take. Surely all will agree that to produce less at a fair price is better for the farmer than to produce much and sell it at a loss.

To produce at a loss is so much loss in the nation's wealth. Farming is of basic importance in our national welfare. This welfare is impaired whenever production is carried on at a loss whether it be farming or any other industry. That farming may stand on its own foundation it must be rewarded with some degree of profit. This is imperative to our national welfare. It is therefore just as much a concern to the consumer as a citizen that the farmer can live by his labor as that the consumer himself shall be supplied with necessities for his own welfare. All people, of course, are consumers and should have an interest in all producers of the necessities of life. While profit need not be and should not be the only motive in farming, without proper remuneration farmers can not continue to "carry on."

Production Barometer

Supply and demand as a barometer in farming is a sort of golden rule. In the last analysis this has much to do in regulating production. It is perhaps a safe guide. Is it allowed to have free course in relation to farming? Do supply and demand regulate farm prices and farm production? What or who fixes the price of tobacco, wheat, cattle, hogs, etc.? Do not monopoly and speculation play an important part in the determination of price? Are supply and demand the controlling factors in farm prices? Are not these prices often manipulated to the advantage of others and the disadvantage of farmers? Are farmers entirely helpless in these matters? Individually, yes; unitedly, no.

The purpose of regulated production in agriculture is only to try to correct the injustices and inequalities that exist today and in that way place agriculture on a fair, just, and profitable basis. Regulation is not founded on any motive of scarcity but rather to aim at balanced production with sufficient surplus to take care of seasonal shortages. The purpose is not to overthrow the laws of supply and demand, only to supplement them with intelligent management. Should the farmer use his God-given intelligence for the common welfare of all farmers or should he use it only to further his individual ends however selfish? Do farmers intelligently manage their business best when self interest only is the motive or when the common good of all farmers is the prompting motive for action?

United Action Gives Power

The power and benefits of united action can not be denied. So then, while supply and demand are working, why not have farmers help by trying to regulate supply so as to meet demand?

This is, of course, not entirely in man's hands. Neither does man thereby aim in any way to interfere with divine plans or blessings without which he is helpless and undone. Man alone or man against God accomplishes nothing, but man with God in partnership can accomplish much. (Is this God in heaven pleased with us as farmers if we by extensive and intensive practices extract from the fertile soil more than the world family can purchase at a fair price?) It may be that supply and demand is a matter for divine care alone, but if so, why not leave all problems for divine solution and relieve man, letting him free from any cares?

Granting that the farmer has responsibilities, how best can he successfully accomplish an ideally regulated production? The ideal would be that none may suffer because of scarcity and that none may suffer because of over supply. Many facts and much information are needed to fulfill this ideal. The farmer individually can not be well enough informed or be able to act intelligently toward this ideal. These handicaps can be overcome by united effort and wise leadership. Farmers can and often do work together with one thought in mind and for the accomplishment of one

(Please turn to page 15)

The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

Gardening Again?

HANNAH McK. LYONS, M.D.

Gardens! Why? For many, many reasons. Have you thought just why you grow gardens?

If you have been doing as the "window shoppers" you have been "catalogue shopping" during the ice and snow-bound month of February and perhaps already have your vision of just what you want to do; revelled in the older plants you love and tried to decide the new ones to try. But have you really thought out why you are going to do the thing you have in mind?

Will you just try to cover a bare spot with some plant; have a little color hoping to make things more attractive; or a few bits of shrubbery to hide an unpleasant view?

What of an out-door living room? You are fortunate if your lawn happens to have two trees that might make a sort of boundary; between which could be swung an old-fashioned hammock or perhaps a "barrel-hammock." But if you have no tree you can plant a stake for the other end of the hammock and help make a boundary for the room. A couple of beach chairs add comfort and are so convenient to drop into for a moment. (By watching "sales" you can get nice ones for a dollar.)

I am told "a pool is to a garden what a fireplace is to a room." I am thinking of a lovely pool on a lawn; water supplied from the trough for the cows at the barn, the waste piped to the lawn where a cement basin has been made. What pleasure in spending an evening hour here with water plants—water lilies in bloom—and gold fish sporting as if playing a real game. It must not overflow so again the waste is piped away to a corner and a few water-loving things planted making a very attractive corner. You can make your pool in the garden appear deeper if you paint the cement blue.

But too, I love a vegetable garden; since it has been pushed out into the field for greater ease and convenience we miss the "closeness of contact" so I am glad to hear our gardeners advising that the "garden be in a field near the house." But can you imagine anything more beautiful than rows of vegetables growing thriftily: rows of onions, of lettuce, of peas, of beans, of tomatoes, of cabbages; with a row of red currants and goose-berries; and the rhubarb and asparagus for a background; with the harrow throwing the fresh soil to the roots as needed, here is real art.

While we always know the things that are a success with us, we do like to know the new things and always try one or two just for the sake of seeing what we will get. So I have been much interested in what Mr. W. D. Enzie tells about the new seeds available for 1936 and pass on to you the information that 73 new varieties were grown during 1935 and seven of these were given the distinction of being superior sorts (Please turn to page 15)



We Had to Use Our Wits

By Helen Guthrie Miller

American Child Health Association

Reprinted From "The Survey"

A cold gray day in the Ozarks of Arkansas, with a light mist silvering the budding green, but promise of a real adventure giving zest to the twenty-five mile drive off the beaten track. The state supervising nurse had enticed me to visit a diphtheria clinic up at the little cross-roads settlement of Hobbsville, by the promise of a story of community purchase of medical care. Up and up we went, farther and farther into the woods, until in an open space on the banks of a mountain stream we found the home, the man and the story.

In a large comfortable kitchen before an open wood-fire, we found John H. Hobbs, forty-year resident in the Ozarks, who cheerfully told us the story of the Hobbsville Mutual Health Club. "We figure that a man's worth something here, yet people have to die for lack of medical care. What we wanted was to work out a way to give it to them and to get the doctor paid. With eggs at six cents a dozen and butterfat at fourteen cents a pound, we hadn't much money so we had to use our wits.

"We laid out a territory about seven miles square and called in heads of families to talk it over and decide upon a plan. First we found out how much each of the fifty families who wanted to join had paid for the doctor over a period of two years, not counting care in childbirth or chronic cases. The average sum paid was \$3 a year, so we decided on that and 20 cents for running expenses.

"People naturally want their own doctor, so we took a vote and all but one family voted for two doctors in the nearest small town, nine miles away, so that was settled. We wanted these doctors paid, and as people are loose about paying, we had to hold them down. So we made up a pledge and everybody signed. If a member is in arrears he must pay up and as a penalty pay two months in advance before he can call a doctor. A president, vice-president and secretary-treasurer were elected and an executive committee of five, one from each section of the district.

"In case of sickness, the nearest member of the executive committee is called in and if the family is in good standing he O.K.'s the call to the doctor, so he is sure of his pay. "I then went to the village to see the doctors and get them to sign an agreement with the club. One doctor charged \$1.50 for a home call and charged for the medicine, the other charged \$2 and threw in the first prescription. I said to them, 'You are not worth any more in my home than you are here, but I must pay to get you there. What will you charge a mile to come to persons in our club?' After some hard knocks with the doctors we settled on 25 cents a mile for the doctor who charged \$2 and 35 cents a mile for the one whose fee was \$1.50.

"And the plan works! Next we are going to plan for chronic cases and hospital. Here is the pledge we all signed:

I, the undersigned, having been admitted as a member of the Hobbsville Mutual Health Club, herewith pledge myself to be governed by the rules and by-laws of aforesaid club, that I herewith give my note for the sum of \$3.20 annual dues, \$3 for medicine service, 20 cents as running expenses of said club.

That I will pay 25 cents monthly and 5 cents quarterly, said amount to be credited monthly on my note to the club secretary.

That I further promise to do all in my power to promote and protect the interests of all members of the club, and to build up the efficiency of the club in order that it may be able to function for the good of every member thereof.

I further promise that should I lapse in my monthly payment of dues that I will not demand service until all arrears owed to the club by me shall have been paid up to date in full.

"The high cost of funerals was another worry in Hobbsville, so a benefit association was formed with dues of 25 cents for each adult and 15 cents for each child. The lumber and lining for a coffin costs about \$5. It is made by neighbors who also conduct the funeral. No gaudy display or no pauper funerals out here. It used to take more to put a man away than it cost to take care of him."

This past year has been hard in Arkansas, but the Hobbsville Mutual Health Club went through with money in its treasury and at no time was outside medical relief necessary for any of its members.

"Poems For the Cooperative Community" is the title of a small mimeographed collection of readings arranged by the Women's Committee to assist in building interesting programs for Locals. You may secure a copy by writing to the Women's Committee, Inter-State Milk Producers' Ass'n., 401 N. Broad St., Phila.

It is right to be contented with what we have, never with what we are.

Children

"Your children are not your children.
They are the sons and daughters of Life's longing for itself.
They come through you but not from you,
And though they are with you yet, they belong not to you.
You may give them your love but not your thoughts
For they have their own thoughts.
You may house their bodies but not their souls,
For their souls dwell in the house of tomorrow, which you
cannot visit, not even in your dreams.
You may strive to be like them, but seek not to make them
like you.

"For Life goes not backward nor tarries with yesterday.
You are the bows from which your children as living arrows
are sent forth.

The Archer sees the mark upon the path of the infinite, and
he bends you with His might that His arrows may
go swift and far.

Let your bending in the Archer's hands be for gladness;
For even as He loves the arrow that flies, so He loves also
the bow that is stable."

KAHIL, GIBRAN, in "The Prophet"



The "Inter-State" Family

(Another Cooperative Community Series)

"BUT WON'T MY SON BE MORE INTERESTED IN OUR FARM HOME IF HE HOLDS AN INTER-STATE MEMBERSHIP IN HIS OWN NAME?"

The key to the secret to success in many a farm home! At the close of a meeting, a father, who had long been a member of the Inter-State, approached the Field Representative and said that he would like to have his son sign a contract. The son owned a few cows in his own right, but the milk was being shipped with that of the father.

"Why not sign a new agreement on a partnership basis?" asked the representative. "Since he is now shipping in your name, it is only fair to say that we can offer no additional advantages, because you already have all available services. In addition a partnership would doubtless build the interest you desire."

He answered in the words given above, "But won't my son be more interested in our farm home if he holds an Inter-State membership in his own name?"

Just a typical experience in one of the local communities in the Philadelphia Milk Shed where Cooperative Community Consciousness is being developed. For a year now, we have taken a number of these actual, true-story incidents that have happened in our own towns into the pages and have woven them into the Organization. Step by step we have tried to picture the evolution of Cooperative Thought and Cooperative Action. The cornerstones of the Cooperative Community are being laid in many a section. Some to a greater degree—some to a lesser degree—have written COMRADESHIP *** CONCILIATION *** CONFIDENCE AND CONSECRATION into the every day routine of their lives. Not a SUNDAY philosophy. A real application of what Kagawa calls ECONOMIC CHRISTIANITY.

With a glad heart and with no little satisfaction, we feel that we of the Cooperative Community pages have performed a real service to our Organization and to our membership throughout the milk shed. We feel that we have found a way into the

hearts and confidence of the fathers and mothers who have learned and are learning that the Inter-State is built on those finer things that count even more than material welfare, and which must always at all times be of primary importance. "HAPPY HOMES, WHERE HAPPY PEOPLE DWELL."

That the membership at large might know that these things are true—that they have really taken place and that we might encourage many others—we have asked a number of those who are pioneers among us, so to speak, to send us letters that we might publish, telling us why they are interested in their local Inter-State meeting and what it means to them—to their families and to their neighbors. We will continue these letters for a number of months, and we hope that those of you who read them, will tell others of them, and will yourself write to us and come out to your own meeting so that we may all get to know each other; and, more and more, work out our problems together. Thus may we in turn, better understand those who are under-privileged in our communities and make their homes HAPPY HOMES WHERE HAPPY PEOPLE DWELL!

"Why I Am Interested In My Local Inter-State Meeting"

There was a time when women were not present at the local Inter-State meetings. Nevertheless, after attending one of the great annual meetings in Philadelphia, about ten years ago, I became so enthused that I decided to accompany my husband to the next local meeting; and, from that time on, he knows without asking that I intend to go.

I realize that: Inter-State stands for our industry; it is interested in our own homes; it is building our own community; therefore, I give it my interest and support. And, recognizing that the whole family is the productive unit, I long to see more whole families interested in our local meetings, which are so thoroughly planned and well-balanced that they are equally interesting to the young folks, the women and the men.

In our local meetings we learn more about the protection that the Inter-State gives our industry; we hear of the great things gained in the annual meeting; we are made to realize that women have a part in Inter-State and that boys and girls are given much consideration; our local talents are developed and cultivated; we become better acquainted with our neighbors and feel a responsibility toward each other; and a social good time re-creates all present.

I am doubly interested because I desire to interest other women in the local meetings, which are so essential in building community life.

MRS. ROY C. F. WEAGLY,
R. No. 1, Hagerstown, Md.

Soil Conservation Plans

THE TERMS of the new national soil conservation program for 1936 were announced on March 21 by Secretary of Agriculture Henry A. Wallace. In announcing it, the Secretary said:

"The new program represents a sincere effort both to conserve the soil in the interests of producers and consumers and to preserve the economic gains that farmers have made during the past three years.

"The new program from an immediate point of view may not be quite as effective as the old one destroyed by the Supreme Court, but from a long time point of view, the new program may prove to be even more constructive.

The new program was developed after obtaining views of national agricultural leaders who were called in at four regional conferences. Our Association was represented at the New York conference by General Manager A. H. Lauterbach and Vice-President A. R. Marvel.

The program calls for two types of payments, one for changing from a "soil-depleting" crop to crops which are classed as "soil-conserving" and the other for actual planting of "soil-building" crops. The program will be supervised by the Agricultural Adjustment Administration acting through five regional divisions. State, county and community committees will handle local details.

All payment plans include establishment of bases according to acreage of the various types of crops grown in previous years.

Payments for soil-building crops will be available up to \$1.00 per acre for each acre in soil-conserving crops and soil-building crops planted in 1936. Payments for soil-conserving crops will require at least 20 percent of the farm's soil-depleting base (acres in such crops during previous years) be planted in either soil-conserving or soil-building crops.

Soil-depleting crops include corn, tobacco, Irish potatoes, sweet potatoes, commercial truck and canning crops, melons, strawberries and small grains harvested for grain or hay. (Also others not common in this area.)

Soil-conserving crops include legumes and perennial grasses with or without nurse crops when such nurse crops are pastured or clipped green.

Soil-building crops include:

Annual legumes when turned under in 1936 as a green manure crop. Biennial legumes, including sweet red, alsike and mammoth clovers; perennial legumes, including alfalfa,

kudzu, sericea, and white clover; and annual varieties of lespedeza when seeded in 1936.

Summer legumes including soybeans, field peas, cowpeas, etc., when turned under in 1936.

Forest trees planted on crop land in 1936.

Landsburg Resigns

Many Inter-State members will be sorry to learn of the resignation of Dr. K. G. Landsburg as Inter-State field representative. Dr. Landsburg has served with the organization for 3½ years, spending much of that time on determining and correcting the reasons for returned milk.

In addition, he has been in demand to meet with farmers' clubs and other groups and to appear before vocational agriculture classes at which he discussed the principles of agricultural cooperatives, the services of cooperatives, and milk quality.

Dr. Landsburg is now connected with the American Jersey Cattle Club, promoting the use of the Jersey Creamline milk trademark. His work takes him throughout the Northeastern States.

Chopping Hay Proves Popular With Farmers

Farmers who have chopped their hay before putting it in storage are enthusiastic about this system according to a survey of 600 farmers who follow this system. Their experience covers a wide range of hay types and the chopped hay was fed to practically all kinds of farm livestock.

Seven out of eight of these farmers emphasized that the mow capacity was more than doubled with chopped hay. Three-fourths of them said it almost completely eliminated waste even with low grade hay. Two-thirds said the work of putting up hay by this method is easier and the most disagreeable features of the old system are eliminated entirely.

Other advantages mentioned were speeding up haying, hay keeps better, milk production was increased and faster gains obtained on fat stock when chopped hay was fed. Some pointed out that by removing chopped hay from the side of the mow all grades of hay be can thoroughly mixed without trouble, thus avoiding fluctuations in production

due to differences in quality of different lots of hay.

More than half of the farmers said there is no disadvantage to this method of handling hay. Of the disadvantages named the two most frequent were that chopped hay seemed to cause more dust in the barn and that greater care is required in curing. The difficulty of shipping chopped hay, the extra investment required and a possibility of wire being carried with the hay and cut up in the chopper were also mentioned by a few farmers.

Advice on handling hay in this manner included "Cure hay as usual," "give overhead hay mows extra support before filling," "keep hay level in filling the mow," and also "chop straw for bedding."

Sterilizing Simplified

Health department officials seem sometimes to harp overly much on the subject of low bacteria counts in milk. This, however, has a positive bearing on milk quality and it must be remembered that the problem of maintaining low counts is one of constant watchfulness. The only answer is positive guarding against contamination. There must be no let-up in the effort to maintain thorough sanitation all of the time.

The problem of maintaining effective sanitation and of making sure that milk is always kept free from contamination, has been particularly difficult for the dairy farmer in the past. It was impossible from a practical standpoint to provide constantly steam or hot water for sterilizing milk pails, milk cans, and other utensils.

Earlier chlorine solutions frequently lost their strength and effectiveness, others were too high in cost to be economical. When science discovered a hypochlorite powder which keeps its strength and is reasonable in cost, a big step was taken towards solving this perplexing problem of sanitation.

An increasing number of dairy farmers are turning to these hypochlorites as a more effective and more economical solution of their sanitation problems. Being in stable powder form, there is no danger of loss of strength or of waste through freezing, lumping, or container breakage. A little makes an effective solution for rinsing milker's hands, or for sterilizing all dairy utensils. Since hot water is not necessary, solutions can be made as needed with no trouble and no loss of time.

Mention the REVIEW when writing advertisers.

The Place of Dairying in the National Economy

DAIRYING is undoubtedly the most important agricultural industry in the United States. Farm cash income from the sale of dairy products is higher than that from any other commodity, and in recent years has amounted to 20 to 25 percent of the cash income from all agriculture. In 1934 the cash income from dairying was higher than the combined cash income from wheat and cotton, the two leading cash crops. It was almost as high as the combined cash income from hogs and cattle and calves (a part of which were dairy cattle).

Too much emphasis cannot be placed on the importance of dairying from the standpoint of (1) the place of dairy products in the diet, and (2) the place of dairying in any program for agriculture for the Nation as a whole or for any particular section or state. Both of these factors are of prime importance in any consideration of national policy with respect to dairying. Both are peculiarly significant at the present time when so much thought is being given to the national food supply and to a long-time program for a balanced and stable agriculture.

It is pointed out that butter as compared to oleomargarine is undoubtedly the superior food, particularly insofar as the health and growth of the children of our Nation are concerned. The opinions and findings of noted food scientists furnish evidence that the liberal use of all dairy products should be encouraged, especially in view of the fact that so many of our staple foods are low in vitamins. The consensus of these opinions is that the logical attitude towards butter and butter substitutes would be to encourage the consumption of vitamin rich butter; that it is poor economy to use a cheaper product at the expense of real food value and health promotion.

Dairying Fits Our Economy

Dairying should be an important part of almost every farm program where climate and feed conditions are favorable. The logical reasons for this are almost too numerous to mention. It furnishes the farm family with a cheap but valuable supply of food. Dairying fits in remarkably well with almost any other type of farming. The dairy cow is the most efficient converter of waste products and feed into human food of either the hog, the steer, or the sheep. Dairying gives the farmer a steady source of cash income the year round. Dairying helps materially to conserve the fertility of farm lands through the possible use of manure, etc., because it encourages rotations, intermittent pasturage, and cover crops. Dairy-

ing enables the farmer to make more efficient use of his time and other resources, because it requires his labor at a time when demands from other farm work are least urgent.

Size of Butter Industry

Total creamery butter production in 1934 was 1,694,708,000 pounds. In making this butter, the manufacturers used approximately 1,375,000,000 pounds of butterfat (at 81 percent fat). The average price received by farmers for butterfat in 1934 was 22.8 cents per pound. At this rate the cash income of these farmers from sales of butterfat to be used in butter was approximately \$313,500,000. In addition, the Department of Agriculture estimates that 524,080,000 pounds of farm butter was made in 1934, and that approximately one-fourth of this amount was sold. The average price received was 22.7 cents per pound. Cash income from farm butter, therefore, was around \$29,750,000. The cash income from butter and from butterfat for use in butter in 1934 totalled \$343,250,000 last year.

The net cash income interest or equity of various producer groups in the butter - oleomargarine or "spread for bread" market is shown in the accompanying table. The data in this table also show very conclusively the by-product nature of the domestic fats and oils other than butterfat, particularly with reference to this problem.

The farm cash income from farm products used in the manufacture of butter and oleomargarine in 1934 was approximately 348 million dollars. Over 343 million or 98.6 percent of this amount was from butter and butterfat. The interest of other farm groups in this question is very small in comparison. — Reprinted from "The Farmer Looks at the Oleomargarine Picture."

Cash Income to Farmers from Selected Commodities and the Cash Income from that Part of Product used in Manufacture of Oleomargarine and Butter, 1934

Commodity	Total Cash Income*	Cash Income from Portion Used in Oleomargarine or Butter	Percentage from Oleomargarine and Butter
Milk	\$1,114,016,000	\$343,250,000	30.81
Cotton and Cottonseed†	722,842,000	3,600,000	0.50
Cattle and Calves	701,589,000	500,000	0.071
Hogs	493,925,000	360,000	0.073
Peanuts	29,671,000	298,000	1.00
Soybeans	14,827,000	3,000	0.02
Total	\$3,076,870,000	\$348,011,000	11.31

* United States Department of Agriculture.
† Excludes A A A benefit payments.

Injunction Secured By Pittsburgh Association

COOPERATIVE organizations and their members have been granted protection in the courts on numerous occasions. One of special interest to Inter-State members is the action of Judge Nevin in the United States district court in southern Ohio when he granted an injunction against a former milk dealer who had caused several members of the Dairymen's Cooperative Sales Association of Pittsburgh, to break their contracts.

The report released by that Association follows in full:

"Judge Nevin of the United States District Court in Southern Ohio on February 18, 1936, granted a temporary injunction in favor of the Dairymen's Co-operative Sales Association against a former milk dealer, the Spring Hill Dairy of Gallipolis, Ohio. The milk dealer in the bill of complaint was charged with inducing and persuading farmer members of the cooperative to breach their Marketing Agreement with the cooperative. The Dairymen's Co-operative Sales Association presented evidence of such solicitation to the court and asked for relief. Some 18 or 20 members had already breached their Marketing Agreement and the Association took action to prevent further inroads into its membership.

"The order of the court is sweeping in its decree as indicated by the following quotation: 'It is ordered, judged, and decreed—that a temporary order issue against the Spring Hill Dairy Company until a further order of this court enjoining the

said defendant, the Spring Hill Dairy Company, inducing, persuading, enticing, or encouraging in any manner whatsoever or attempting so to do, members of the Dairymen's Co-operative Sales Association to breach their marketing contracts with plaintiff Association.

"The controversy which developed between the Dairymen's Co-operative Sales Association and the Spring Hill Dairy Company arose over the matter of prices in the Huntington, West Virginia, marketing area, the Spring Hill Dairy and others refusing to advance prices to producers during the winter period when supplies of milk were extremely low and production costs unusually high.

"The Association terminated its contracts with the dealers and moved its milk to those buyers who agreed to pay the price.

"The decision of Judge Nevin is important because it points the way of producer cooperative associations to maintain their contractual relationship with members. The practice on the part of dealers of inducing dairymen to breach their agreements with cooperatives and to undermine their structure is common. That the Federal court will not countenance such action is indicated by the temporary restraining order recently issued.

No wonder there is a lot of knowledge in the colleges—the freshmen always bring a little in and the seniors never take any away.

COOL YOUR MILK TO 50° (or lower) . . . AND MAKE MORE MONEY!

An ESCO Milk Cooler will cool your milk to 50° or below within 1 hour . . . You will get lower bacteria count . . . Your milk will be more saleable . . . and you will get higher prices.

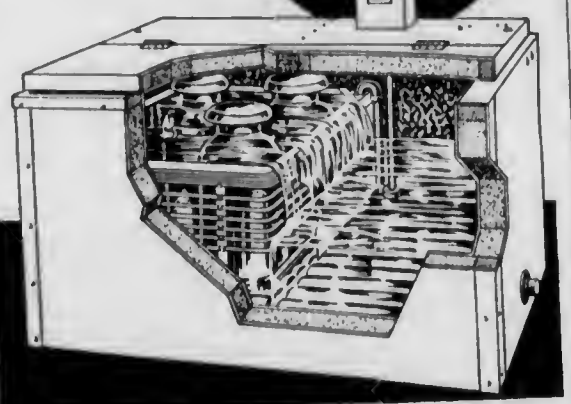
An ESCO Cooler is a good investment. It will pay for itself from the very start.

One farmer saved \$34. in one month. Another says: "Extra Milk Profits Paid For It."

WRITE TODAY . . . and get FREE Booklet. It shows you how you can MAKE MORE MONEY from your milk.

Esco Cabinet Company
516 E. Biddle St., West Chester, Pa.

ESCO is the Original Patented Milk Cooler



MILK PRODUCERS REVIEW

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of February, 1936:

	NO.
Butterfat Tests	4535
Plants Investigated (first half Feb.)	29
(second half Feb.)	18
Calls on Members	427
Quality Improvement Calls	14
Herd Samples Tested	383
Membership Solicitation Calls	11
New Members Signed	2
Cows Signed	17
Transfers of Membership	44
Educational Meetings	3447
Attendance	128
Brom-Thymol Tests	3
Local Meetings	171
Attendance	10
Microscopic Tests	170

Trends In Iowa Dairying

The volume of dairy products produced in Iowa doubled from 1919 to 1933. At the end of that period, Iowa cows were producing 6.2 billion pounds of milk or 6.1 percent of the United States output annually.

Factors responsible for this tremendous increase are: (a) Reduced foreign demand for alternative Corn Belt products from 1920 to 1930 and (b) a reduction of both foreign and domestic demand for other Corn Belt products since 1930. Also to be considered is the fact that the dairy industry is much more flexible in Iowa than in other states.

Since the spring of 1933 a whole series of new influences has come into operation tending to check the growth of dairying in this state. Some of these will be only temporary. Others will have a more permanent effect, tending to cause Iowa farmers to abandon milking their beef cows. Abstract from Bulletin B338, Iowa Agricultural Experiment Station.

A hen doesn't quit scratching just because the worms are scarce.

MARCH, 1936, BUTTER PRICES				
Date	92-Point Philadelphia	Solid Pack New York	Chicago	
2	35 1/2	34	34 1/4	
3	35 1/2	34 1/2	34 1/4	
4	35 1/2	34 1/2	34 1/4	
5	34 1/2	33 1/2	33 1/4	
6	33 1/2	32 1/2	32 1/4	
7	35	34	33 1/4	
9	33 1/2	33	32 1/4	
10	32 1/2	31 1/2	30 1/2	
11	32 1/2	31 1/4	30 1/2	
12	32 1/4	31 1/4	30 1/2	
13	31	32	31	
14	31 1/2	32 1/2	31 1/4	
16	31 1/4	32 1/4	31 1/4	
17	31 1/4	32 1/4	31 1/2	
18	32 1/2	32 1/4	31 1/2	
19	32	32	30 1/4	
20	32	31 1/2	30 1/4	
21	31 1/2	31 1/2	30 1/4	
23	32	32	31 1/4	
24	33	32 1/2	31 1/2	
25	33	32 1/4	31 1/2	
26	31 1/4	31 1/4	30 1/2	
27	30 1/2	30 1/2	30	
28	30 1/4	30 1/4	30	
30	30 1/2	30 1/2	29 1/2	
31	30	30	31 1/6	
Average Feb., '36	32 85	32 16	35 63	
Feb., '36	32 81	32 87	35 63	
March, '35	32 68	31 68	30 78	

April, 1936

Moistening Hay in Mow Has Advantages

Frank Dummer, York county dairyman, was bothered by the shattering and loss of leaves in feeding alfalfa hay.

He conceived the idea of taking a hose with a spray nozzle into the mow and after throwing down the day's feed of hay he sprays the top of the mow. When this top is taken off the next day the hay is still tough enough to hold its leaves and handle like new hay.

Furthermore, it has absorbed enough moisture so that it is much more palatable. The cows eat more of it, leave very few of the stems, and do not throw it out of the mangers so much. In making the change from second cutting alfalfa to much coarser first cutting which has been moistened in this way there was a much smaller drop in milk production than is usually to be expected.

Good Bulls Are Important

"He lost his shirt and all" is the heading on Cow Testing Studies No. 106 issued recently by the New Jersey Agricultural Extension Service.

This article then goes on to say "And a bull did it. Not by a direct hit but by ruining his dairy herd. Let's have a look at the record—his herd average for 1926, milk 6387 pounds, fat 339 pounds; his herd average for 1929, milk 5228 pounds, fat 260 pounds.

"These are actual figures taken from a Jersey herd in this State.

"A dairyman cannot be too careful when it comes time to select a new herd sire. Just a purebred bull from a good cow is not enough."

U. S. Excels In Wasting Soil

"The most colossal achievement in soil wastage the world has ever witnessed in as short a time," is the way in which H. H. Bennett, of the Soil Erosion Service, United States Department of Agriculture, characterizes soil erosion losses in this country. "Although three centuries have passed since the first successful colonization, much of our ruined land has known the plow for scarcely more than a generation."

A Nation-wide survey by the Soil Erosion Service shows that approximately 50 million acres of once fertile land have been ruined for practical crop use by erosion, with another 50 million acres in almost as bad condition. This 100 million acres is equal to 625,000 farms of 160 acres each.

Another 125 million acres, says Mr. Bennett, most of it still under

cultivation, have lost all or most of the top-soil; on other millions of acres erosion is getting under way, so that good farm land is being destroyed at the rate of more than 100,000 acres a year.

"The world is strewn with ruins of once flourishing civilizations destroyed by erosion, particularly in Syria, Turkey, and China, but these lands were cultivated for thousands of years before abandonment was necessary."

Cow's Freshening Season Has No Economic Import

A study of more than 11,000 cows tested through dairy herd improvement association work in New Jersey during a four-year period indicates that the time of freshening has very little effect on the total yearly production of a cow, finds E. A. Gauntt, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

"The 2,476 cows that freshened in the summer averaged 313 pounds of butterfat each year, while the 2,796 cows that freshened in winter averaged 324 pounds—only eleven pounds more than those which freshened during summer months," Mr. Gauntt reports. "The 3,485 cows that freshened in the fall had exactly the same number of pounds of fat as those freshening in the winter, while the 2,455 cows freshening in the spring averaged 321 pounds of fat.

"So far as profit over feed cost was concerned those freshening in the fall and summer averaged \$158 each, while those freshening in the spring and winter averaged approximately \$166. The greatest difference in profit between the various seasons was only \$8, and the greatest difference in fat was only 11 pounds.

"Many have argued that one of the reasons why it cost New Jersey dairymen so much to make milk was that they had to have cows freshening at all times of the year and that this is an expensive program so far as production and profit is concerned. These figures rather definitely refute this argument and show that on the average cows will produce a normal amount of both milk and fat regardless of the freshening date."

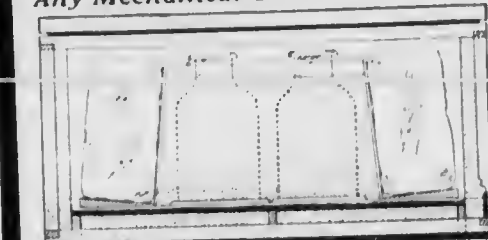
Alas and Alack!

Their meeting was so sudden
Their parting was so sad;
She gave her life so meekly,
'Twas the only life she had
And down beneath the willow
She sleeps so peaceful now;
'Cause that's what always happens
When a fast train meets a cow.

WILSON

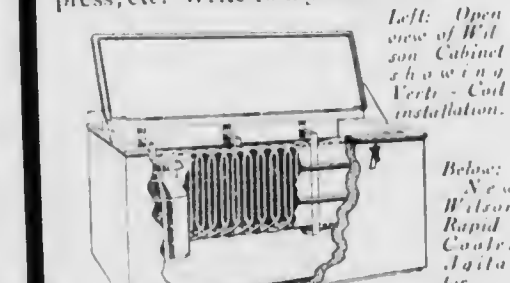
—Only Convertible Milk Cabinet

A patented cabinet designed for Dry-Stored Ice, Wet-Stored Ice, or Any Mechanical Unit.



Showing patented construction of Wilson Dry Storage Cabinet. 100 lb. using lasts 6 to 7 days. Water container removable for wet storage with ice or mechanical unit.

THE Wilson Dry Storage Cabinet cools milk faster and cheaper by storing ice in a compartment apart from milk and water and keeping it in full and constant contact with water container, by patented construction. Removing central water container makes cabinet instantly available for wet storage with ice or any mechanical unit. No other cabinet can be readily converted for these uses. No other cabinet has "Dry Zero" insulation; double-locked leak proof seams; live rubber gasket and positive lid clamp for high non-conductivity of outside heat; frame of Tide Water Red Cypress; etc. Write today for information.



Left: Open view of Wilson Cabinet showing Dry Zero insulation. Below: New Wilson Rapid-Cooler Agitator.

SAVES time and money. "Verti-Coil", revolutionary new cooling coil, fits in back of any cabinet, cools milk faster, more thoroughly, by inducing natural water circulation. Only 5° to 7° variation of top and bottom water temperature, more room for cans; allows easy cleaning of tank; coils do not ice prematurely. This patented coil can be used with any compressor unit. Write for all the facts and also find out about the sensational new Wilson "Rapid-Cooler Agitator" cools milk from 95° to 50° in 45 minutes at a cost of but 1¢ per day.

DEALERS: It pays to sell a milk cooler line with real features. Write for proposition.

WILSON CABINET CORP.
116 Main St. Smyrna, Del.

If all students who sleep in class were laid end to end they would be more comfortable.

Add definitions: A pessimist is a colored man in a dark room looking for a black cat that isn't there.

College is just a washing machine; you get out of it just what you put in it—but you'd never recognize it.



ADD a little B-K Powder to water... and you have the finest, most dependable, most inexpensive chlorine sterilizer you can buy. B-K kills germs instantly on contact... keeps utensils in fine condition... is approved by health authorities and milk plants everywhere. Don't wait—buy B-K Powder from your local dealer at once! Direction book with every bottle.

GENERAL LABORATORIES DIV.
Pennsylvania Salt Mfg. Co.
Widener Bldg. Philadelphia, Pa.

Yes! We

have solved printing problems for others.

What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. (Members of Inter-State 4 cents a word, \$0.80 minimum.) Each initial and abbreviation counts as one word. Cash with order.

Electrified Fence

ELECTRIFIED FENCES reduce costs 80%. Operate on battery or power current. Information free. ONE-WIRE FENCE CO. B-22, Whitewater, Wis.

Milk Coolers

For Sale—Six-can ELECTRIC MILK COOLER—V. C. Hersh, Green Lane, Pa.

"Uncle, you're not married, are you?"

"No, dear."

"Then who tells you what you ought not to do?"

Higher Production Expected

MILK PRODUCTION in the Philadelphia area appears to be at about the same level as a year ago with a combination of factors indicating a heavier than normal production during the next few months. Dominant among these factors is the warm March weather with plenty of soil moisture which should stimulate grass. This should make milk. In addition, the extremely low production of last fall is likely to be followed by higher than normal production, especially as these extremes may be influenced by delayed freshening.

Receipts of milk at Philadelphia were about the same during the first four weeks of March as a year ago. Contrasted to this, receipts of cream were 22.6 percent less during the first four weeks of March than in the corresponding period of 1935. Of these cream receipts which totalled 17,306 40-quart cans of 40 percent cream, 11,943 cans or 69 percent came from outside the milk shed. Cream prices have held up very well, being quoted at about \$16.50 per can during the last week of March.

Butter prices have shown a seasonal decline during March, dropping irregularly from 34 1/2 cents on March 4 to 30 cents on March 31 for 92-score at New York. The March average was 32.16 cents. Butter storage supplies showed some decrease during the month. Total in storage was 8,191,000 pounds on March 1 and judging by reports covering the principal markets, there was a substantial decrease during the month. Supplies are still slightly greater than a year ago.

Some butter was bought by the AAA for relief distribution in the flood area. Production as reported by Land O'Lakes was 19.5 percent greater than a year ago. Other groups reported smaller production or only slight increases.

Cheese prices have been lower, dropping about three-fourths cent a pound during the month and about four cents from the winter's high. Storage supplies were about 13.4 percent more on March 1 than a year earlier and about 24 percent over the 5-year average.

Milk production per cow is well above a year ago, the United States report showing a 6.2 percent increase. Number of cows decreased about 2 percent.

A report from the United States Department of Agriculture, dated March 19, states, "Increased production of dairy products is in prospect this spring since the relationship between prices of feeds and dairy

products is favorable for dairy production."

Another report dated March 30, states, "The farm price index dropped from 109 to 104 during the month ended March 15, according to the Bureau of Agricultural Economics. Larger than seasonal declines in prices of dairy products, veal calves, tobacco, and truck crops are reported. The index is four points lower than on March 15 a year ago."

Wisconsin Production Is Up

Milk production in Wisconsin is reported as 10 percent higher per farm than a year ago. Production per cow is 4.2 percent higher and there are 5.6 percent more cows. This increased production is due to considerable extent to lower feed prices. One hundred pounds of milk would buy 145 pounds of feed in February as compared to only 85 pounds a year ago.

The average Wisconsin milk price was \$1.51 per hundred pounds in February which is 6 cents more than a year earlier but 10 cents less than in December. This drop was due entirely to the drop in cheese prices. Milk for cheese brought \$1.38 per hundred pounds in February, for butter, \$1.53; for condensaries, \$1.64; and for fluid use, \$1.78.

Prices Paid Producers On Other Markets

Class 1 price 3.5% milk for March, Weighted Average price for January (J) or February (F). All prices f.o.b. city except New York price applies to 201-210 mile zone.

Market	Class 1 Price	Retail Price	Average Weighted Price
Philadelphia	\$2.50	11	?
Pittsburgh	2.38	11	\$1.91 J
New York City	2.445	13	1.92 F
Baltimore	*2.38	12	?
Washington	*2.78	13	?
Detroit	2.48	12	2.09 J
Hartford	2.94	13	2.517 J
Milwaukee	2.05	10	1.88 F
Boston	3.29	13	?
Providence	3.21	13	2.876 F
St. Paul	1.95	10	?
February Prices			
Des Moines	2.00	?	1.77 F
Louisville	2.18	12	1.82 F
Seattle	1.904	10	1.482 F

* Blended price of fluid milk and fluid cream.

When inquiring about products advertised on these pages say in your letter "as advertised in the INTER-STATE MILK PRODUCERS' REVIEW."

Regulated Production

(Continued from page 7)

common end. What great satisfaction usually comes out of such activities! One needs help; others gladly go together and give the needed assistance, and with what joy! Why can not farmers unite efforts and stand together similarly for other causes of common good?

When farmers unitedly desire solution for their problems, solutions will be possible. United effort is the important necessity. In united effort, of course, personal rights and independent self-will must submit to general welfare. Personal opinion must give way to general principle.

Wisely regulated farm production must be guided by wise, honest and intelligent leadership. United effort can secure that leadership. Men trained in a knowledge of farm problems as related to world conditions do exist and can be found and employed. Governments help much in gathering facts and distributing information on farm conditions and farm problems. More and more are governments aiding and fostering group movements of farmers. This leadership of such group activities is quite helpful and instructive but the ideal solution to farm problems is "united activity by the farmers, solving the problems of the farmers, for the benefit of all the people."

More than half of all the farmers' marketing organizations recorded were formed during the 10 years from 1914 to 1923—the period of greatest organization activity. The peak for a single year was reached in 1920 when 1,779 new associations were set up.

There's plenty of room at the top because there's such a crowd at the bottom.

ELECTRIC ONE WIRE FENCE

World's cheapest, most effective livestock fence. Controller plugged into light socket or battery gives wire harmless kick. Livestock won't go over or under it. We prove it.



SAVE 80% IN FENCING COST—PRIME

Save wire. Save posts, use stakes. No gates, use snap. No up-keep cost except about 10c monthly for electricity for one to 200 acres, 30 day trial.

ASK FOR FREE DEMONSTRATION

Obtain FREE CATALOG from John W. Woll, Newtown, Pa.

Soil Conservation Act Offers Help to Dairymen

Under the terms of the Federal Soil Conservation Act, practically every dairy farmer in the United States is eligible if he desires to secure some kind of payment for his farm practices.

The administration of the Act is to be carried out on a state basis. Certain funds will be allocated to each state. The responsibility for administration will be lodged in the hands of the State Commissioner of Agriculture under the direction of the State Director of Extension. Associated with the Director will be a small committee of farmers. In each county, there is to be a county committee which will cooperate with the county agents.

The extent to which dairy farmers can secure payments may depend upon state and local interpretations of the regulations.

It is urged, therefore, that all dairy organizations and local dairy leaders take steps to insure dairy representation upon all state and county committees.

Gardening Again?

(Continued from page 8)

and worthy of the Award of Merit; while five others were given special mention. It is of interest that it has taken ten years of selection before the qualities desired are gained.

The outstanding one is a radish known as the "Comet" and brought out by a Holland firm. This same firm produced a new pea of special interest to canners, to be known as the "confidence", but it is of interest to the home gardener where earliness is sought.

Kohl-rabi has never been as popular in this country as it deserves. It is a delicious vegetable when properly harvested and prepared. In shape it resembles the turnip (but grows on top of the ground) with a flavor between turnip and cauliflower, but yet all its own. Another Holland firm gives a variety to be known as the "Triumph of Prague."

A new sweet corn known as the "Golden Colonel" combining best qualities of the Golden Bantam and Country Gentleman has come after ten years of steady effort in selection.

Parsley, rich in much needed iron, has a new variety to be known as "Paramount." It is triple curled and reported to grow about a foot high, and the tips do not brown.

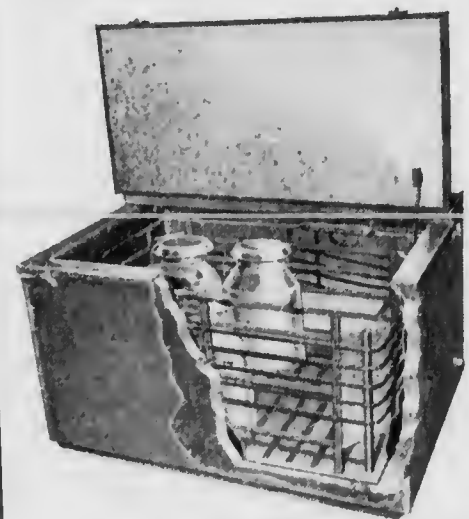
Two more of the seven given the "All-American Award of Merit" is a beet known as the "Asgrow Canner" and a new tomato "Burpee's Globe" with a pinkish skin and small seed cavities.

Among the seeds with "special mention" we find the new tomato developed in our own section, at the Pennsylvania State College and to be known as "Fletcher's Special", which gives promise of being a fine kind.

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Cooperative Institute Goes to Illinois

The twelfth annual sessions of the American Institute of Cooperation will be held June 15 to 19 at the University of Illinois, Urbana, according to Charles W. Holman, secretary.

Important this year among the many subjects to be studied at this "traveling university" of farmer business organizations, according to Holman, will be the effect upon cooperative organizations of the adjustments in farming practices resulting from the new federal soil conservation program.

In addition to considering the changing status under which farm organizations find themselves operating," he said, "there will be the usual searching analysis of all phases of cooperative association activities. Principal sessions will be devoted to the branches of livestock, dairying, grain, fruits and vegetables, cooperative purchasing, and eggs and poultry.

"As was the practice for some years prior to 1935, the morning sessions will be devoted to problems and issues in which all cooperatives are interested. Following the general meetings, the afternoons will be given over to intensive sectional discussions for each of the several commodity groups. In addition, there will be a number of special conferences on specific problems, as well as group meetings for vocational education teachers, county agents, local officials of the farm credit agencies, and others."

The Institute is an educational enterprise, Holman pointed out, and as such it confines its activities to the gathering and dissemination of knowledge and research results concerning the cooperative movement. It is recognized as the authoritative agency in this field. It does not pass resolutions or take action upon controversial matters.

Financed by voluntary contributions and governed by a board of trustees chosen by the leading cooperative organizations of the country, the Institute attendance has grown in eleven years from a few hundred to as many as 2000 persons. Each summer it meets as the guest of one of the outstanding educational institutions. Its "scholars" include cooperative executives, federal and state public officials, leaders of general farm organizations, and employees of the cooperative movement.

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